

GRAIN & FEED JOURNALS

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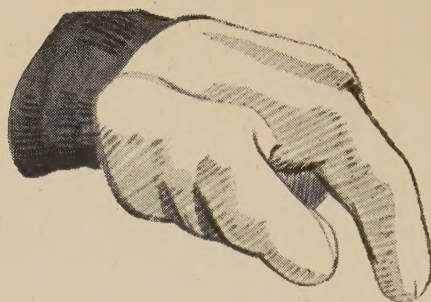
CHICAGO 4, ILL. SEPTEMBER 24, 1947

Officers for 1947-48 Elected by Grain and Feed Dealers National Ass'n

Left to Right: First Vice Pres. Charles G. Robinson, Memphis, Tenn.; Third Vice Pres. R. F. Cunningham, New York, N. Y.; Pres. Henry H. Green, Pattonsburg, Mo.; and Second Vice Pres. Ron C. Booth, Cedar Rapids, Ia.



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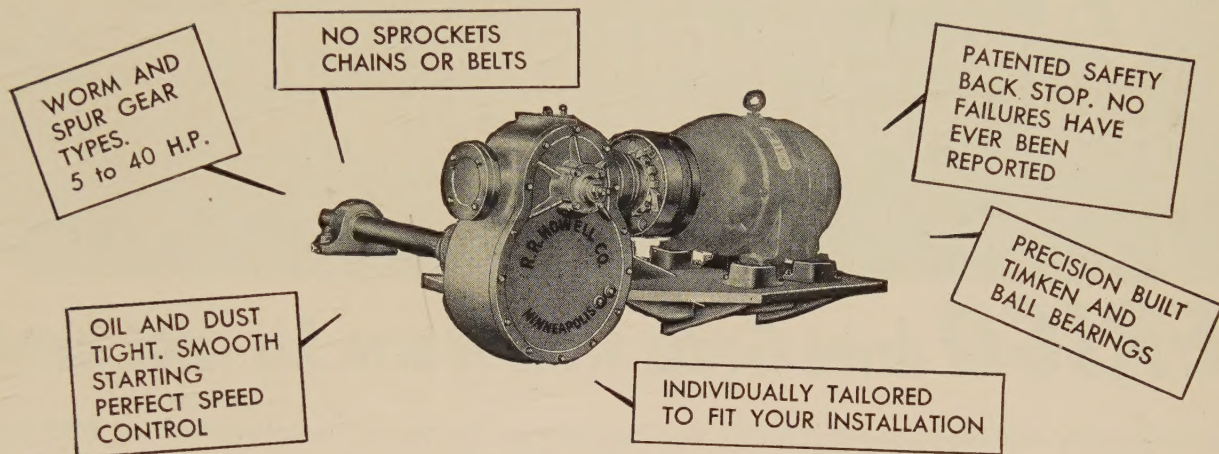
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LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, new firms, new elevators and feed plants, contemplated improvements, reports on crops, receipts, movements, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for trade information not found in the Journal are invited.

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Would Again Pervert the Margin Call

Ignoramuses at Washington have a penchant for peddling their nostrums pretending to cure economic evils.

The latest is the suggestion that buyers and sellers of grain for future delivery be commanded to put up 100 per cent margins.

Heavier margins would have little effect in holding down the price of grain; but would certainly hamper hedgers, millers, exporters and merchandisers, who use the future markets for insurance and to avoid speculation.

To require a merchant who has paid \$2.50 per bushel for the wheat in his elevator, to put up an additional \$2.50 on a future trade against the same grain is ridiculous.

As long as the government is committed to support the price of wheat at a high percentage of parity the price cannot drop 100 per cent. Thus a margin as at present of 45 cents per bushel would fully protect holdings at current price levels, making additional margins unnecessary.

A margin that protects the broker and his customer from defaults on the other side of the contract is sufficient.

FARMERS in Canada were getting only \$1.18 per bushel for wheat under state control; while the farmers in Kansas under our free enterprise system were receiving \$2 per bushel.

COAL cars are going to be short. Even now the mines are not getting all the cars to move their output. About 4,000,000 tons of coal are being shipped abroad each month. Cars on order cannot be delivered by the builders in time. The only practical solution is more prompt unloading and release of cars by consignees.

NO STATE OF WAR existing, Congress has no power under the Constitution to enact controls on domestic use of grains. Voluntary action could be invited. A reduction in the consumption of meat as too dear for the consumer would in time drive the public to cereals. An acre of farm land will support six times as many persons if they eat the grain grown thereon instead of first feeding it to cattle and poultry.

MILK is hailed as a protective food essential in the diet of adolescents. Yet there are nit-wits who would cut down the production of milk, by depriving the cow of bran and middlings to force these feeds on the human race by a government decree requiring millers to make only brown flour for dark bread. All ruminants have four stomachs enabling them to extract full value from coarse foods not suited to humans. Many feeders deprived of mill feed will feed wheat, the result being no saving of wheat.

Publish Arbitration Decisions

Publication of the decisions of the arbitration committees was urged by one of the speakers at the National convention.

In the early and virile years of the Ass'n the decisions were published in this Journal as fast as rendered. Thus the rank and file of the membership was educated to understand the application of the trade rules in the adjustment of differences growing out of misunderstanding of contracts.

Then if a Toledo firm was expelled for refusal to arbitrate, the whole trade knew it, and could avoid dealing with a firm presumably unfair. Now a Nebraska firm is expelled for the same reason and the trade does not know the facts, and few know that it has been expelled.

Publication of the decisions in a bound volume as was done many years ago, in our judgment, will not have the same useful effect as current publication with the news of the day. It will, of course meet with limited acceptance, as was our volume on "The Grain Shipper and The Law."

Arbitration committees have full power to disregard the precedent of old decisions, which are thus of less value, especially if the prior decisions ignored right and wrong and merely split the difference.

Should the publication of the decisions continue to be suppressed? What sound reason is there for keeping them from the membership and the trade at large?

Tackling the Farm Problem

When the New Deal rode into power hell-bent to forge chains to enslave industry and the farmer it seemed useless to protest and to offer any constructive plan to avoid killing off the pigs and plowing under the rows of cotton.

In those years the grain trade could only fill the somewhat inglorious role of objectors, only to be overridden.

The situation has changed at Washington. No longer are the Congressmen a band of yes-men. The Congressmen are eager for suggestions on a long range agricultural policy for America.

Accepting this challenge and rising to the opportunity the National Grain Trade Council and the Grain and Feed Dealers National Ass'n are now formulating plans for agriculture that will make the farmer prosperous and preserve the private enterprise system that has made and is making the United States so strong it can lend aid to less fortunate lands following ideologies that lead to poverty.

Grain merchants who were not present at the St. Louis convention will find much encouragement for the future of American agriculture and industry by studious reading of the addresses at that meeting by Chairman Woodworth and Representative Hoeven, published elsewhere.

National Association Weighs Farm Program

Bright skies and a pleasantly cool atmosphere combined to make enjoyable the three day meeting of the Grain and Feed Dealers National Ass'n at St. Louis.

The large attendance embraced all branches of the grain trade. Nearly 1,000 were present at the banquet.

The well arranged program moved smoothly within time limits. The rules of the Ass'n were modernized. The addresses by a member of Congress and the chairman of the National Grain Trade Council alone were worth traveling thousands of miles to hear, as bearing on the long range farm program.

The first general session of the 51st annual convention of the Grain and Feed Dealers National Ass'n opened at 10 a. m., Sept. 15, in the ball room of the Statler Hotel.

Numbers were drawn for the award of a table radio as a prize for being in attendance.

H. R. DIERCKS, pres. of the Merchants Exchange, welcomed the visitors: "The Merchants Exchange feels very close to your organization, as your headquarters are located in our building.

"I think the potency of the grain exchanges lies in their close relationship to the country grain and feed dealer. The closer we work together the stronger a grain and feed trade we will have."

Mr. BOWDEN said Pres. Heffelfinger was in London.

The opening remarks were made by the vice president, H. H. Green of Pattonsburg, Mo., as follows:

Vice Pres. Green's Address

The government foreign export program is in effect price control of grain and feed which sets prices of these commodities without either the farmers or the grain industry being able to influence grain price levels.

"The government has the power to set any price it wants to on the nation's vital grains," Green said. "Through increasing or reducing exports, it operates the market without regard to the normal factors of supply and demand.

"Neither the grain industry nor the farmers are criticizing in any way the humanitarian factors motivating the export of grains to other parts of the world. The American people have always been willing to tighten their belts in support of humanitarian programs they approve. But it would not be fair to let the nation's farmers, grain processors and distributors be blamed for this inflationary situation regarding the cost of grain and feed.

"They are not intentionally boosting prices. Prices are rising as a normal consequence of government buying for export. In fact, the persons involved in the produc-

tion and distribution of grain have asked the President to call a meeting of all interested parties in the grain picture to determine what we can spare for export and what the consequences of such export programs will be on price and supply here at home, and then to lay this whole picture before the public.

"We have heard talk of price controls being resumed in this critical situation. We of the grain industry do not want a return of price controls. We believe that price controls which attempted to meet the grain shortage caused by the export program would automatically create a black market which would throw the entire grain situation into chaos that would damage the total economy.

"We do ask that government officials get a true appraisal of the grain condition and stop issuing guess-work statements which only add to the confusion at a time when realistic understanding is vital to our nation's food situation and price levels."

Report of Exec. V-P. Bowden

Mr. BOWDEN said the ass'n was organized 51 years ago, having been preceded by the Ohio state ass'n formed in 1880.

Our second secretary died a few months ago. The first secretary, W. H. Chambers, died during the week. Only one man who attended the first meeting is here, P. E. Goodrich of Winchester, Ind.

The Ass'n set up the first trade arbitration in America. Thirty-six trade ass'ns are affiliated with the Grain & Feed Dealers National Ass'n.

Our dues are the lowest we know of, for a national organization, and our total budget is remarkably small. This National Association over the years has never sought to be merely spectacular. It is known as a conservative organization—as conservative as the country dealers who form its backbone. Yet there are times when even conservatism needs to be backed with funds for its full expression.

As part of the business session tomorrow morning you will vote upon proposals to make some changes in the financial plan of this National Association, which while of small importance to any individual member, would mean the better financing of the program that our members are urging upon us.

Directors.—This National Association is managed by a Board of Directors of 70 men. Forty-five of these are elected, half each year, and the rest are appointed by affiliated associations paying a certain level of dues. Of course this large board cannot meet frequently, but at least once a year it meets to prescribe policy, and it votes by mail many times during the year on such important matters as membership applications, confirmation of arbitration committees, etc. The Board delegates to the

Executive Committee the job of management of the association's offices, but this committee does not fix policy. The executive vice president has direct management of our activities under the above committee. It may surprise you to know that we have been operating with only four full-time paid employees and three part-time employees. As a result, much of the actual work of the National is accomplished by a Committee appointed by the President each year, and working without pay of any kind. It is from some of these committee chairmen that you will hear first.

We are members of the National Grain Trade Council for the handling of national legislative problems, and our representative on the Board of the Council is the chairman of our own National Legislative Committee, George E. Booth of Chicago.

Geo. E. Booth of Legislative Committee

Our National Association is the principal supporter of the National Grain Trade Council. As you probably know, the Council maintains offices in the Hibbs Bldg. in Washington, D. C., and represents five other national associations as well as the 29 organized grain exchanges of America.

The council staff is equipped to handle contacts between the trade and various government agencies, and to watch over legislation of interest to the whole grain and feed trade. Two of its employees are registered under the "Lobbying Act" and thus are in position to handle direct trade contacts with members of Congress. The Council offices have ticker and teletype service to keep them in touch with national affairs, and they send newsletters frequently to all members. Working with and through the Council, we have been closely interested in a number of bills in the 80th Congress.

Area of Production difficulties under the Wage-Hour law. For two years we have been working to get operators of country elevators free from the danger of windfall over-time suits. Their risk arose from an error made by the Wage-Hour administrator in defining the "area of production." We asked for legislation that would specifically free these country elevator men from the risk of these suits. We failed last year, but we won our point this year in the good-faith clause contained in the portal-to-portal bill.

This new Act was so important that the Wage-Hour people have canceled their previous interpretations of the Act, and only now are issuing new interpretations. It is good to report to the membership the fine success we had with this legislation, thanks particularly to the good help from our National Country Elevator Committee, whose Chairman, Elton Kile, testified for us.

Marketing Controls.—It was proposed in

Congress that marketing agreements be extended to cover all agricultural commodities. We promptly protested this extension of coverage to grains. Two witnesses, Richard Morgenstern of Salina, Kansas, and Dinsmore Worthing of Boston, were witnesses before Congress, and their arguments were so strong that we had this final result as you see on the screen, the bill as finally passed did not cover or include grains.

The Future of the Commodity Credit Corporation.—This gigantic government agency that has been steadily encroaching upon the established trades in recent years, must have a federal charter by next year if it is to be kept alive. A charter was proposed this year, but we opposed it partly on the grounds that affected trades needed more time to study the proposals for a permanent agency, and to suggest changes that would more nearly fit into a nation of professed free enterprise. Witnesses testified in both the House and the Senate for the Council, and the result was that the C.C.C. was given a simple extension for one year only. So we will have the opportunity next year to comment to Congress about the charter of C.C.C., and we will insist that its authority to compete with private business be canceled.

The Co-operative Tax.—This National Association provided and prepared a witness for the hearings scheduled for July 21 before the House Ways and Means Committee on the equal taxation of co-operatives and other types of business. But the hearings were postponed until Nov. 4, and at that time our witnesses will present the viewpoint of this National Association, which is that co-operatives which compete with other types of business should pay taxes in the same amount and manner as do the others, under whatever fair plan Congress may devise.

Long Range Farm Program.—We are earnestly desirous of helping to devise a better farm plan that will not hurt other parts of Agriculture, but will still give us a chance to do the job we are fitted to do.

The loan programs, the support programs, the export programs and other Government programs of control have put very severe restrictions on the trade in recent years.

The Council kept our Association informed, almost daily, on the progress of national legislation. But many bills in Congress, and which the trade sometimes thought sounded pretty threatening, were not seriously considered by the Council because it seemed sure they could not pass. Thus we were able, by mid-session, to report to you that there would be no change this year in the minimum legal wage, and that the bill proposing to set up the Government in the business of manufacturing fertilizer also would not pass at this last session.

Bills Remain Alive.—Bills which were not acted upon at the first session of the 80th Congress, ended in July, remain alive and can be considered in 1948. There is almost sure to be new minimum wage legislation in 1948, and some of the other bills may be given new life. This type of work, indeed, is never finished.

For the Legislative Committee I want to say that we are proud of the standing of our industry in the nation's capital. Our representatives have built up a record of aggressive work there, but aggressive work on the level of decency. We do not in any way want to jeopardize this reputation. We have a standing in Washington that can be envied by any business group, for we have kept our representations above the plane of selfish pleading. Our Committee wants to make a record here of its satisfaction with the work being done by the National Grain Trade Council, which, by the way, is managed by an employee hired jointly by them and by us.

Elton Kile, Country Elevator Committee, Reports

Our National Country Elevator Committee has been organized for 10 years, and in that time has become one of the most active of our national committees. It has 17 members distributed well throughout the country elevator areas of the nation. Lack

of funds makes it impossible for this committee to meet frequently, yet it has tried to be the National watch-dog of country elevator interests.

Men from this committee have appeared in New York, Washington, Chicago and other cities in hearings and conferences on wage and hours matters, and it has been the principal organization involved in the years of controversy over the "area of production" definition in the Fair Labor Standards Act. As chairman of this committee I went before a House committee in Congress this year to plead for the good faith clause in the portal-to-portal bill, and I am gratified that we obtained this safeguard for our more than 14,000 country elevator operators in America.

Uniform Grain Storage Agreement.—It was our Committee which carried the burden of representation in the last two favorable changes in that contract. Our Committee next year will be concerned with proposals to amend the Fair Labor Standards Act, will again ask changes in the Uniform Storage Agreement, and will be deeply interested in testimony on taxation of the different forms of competing business in our field.

The man who has headed this National Country Elevator Committee from the beginning, Steve Wilder, has been chosen the guest of honor at this Convention. The members of this committee approve this selection, and join in expressions of gratitude to Steve Wilder for his long years of unselfish service.

John Hinck, Reporting for Retail Feed Committee

Our National Retail Feed Committee has been about as active as any in the Association this last year. At the last convention, leaders of the retail feed trade realized that the word "feed" in the title Grain & Feed Dealers National Ass'n, was not getting the attention that it needed. We urged upon the Board a plan of increasing the budget even beyond the expected income, which meant risking the loss of some of our reserves, to demonstrate the value of



Standing: John Hinck, Corning, Ia.; Chairman Retail Feed Committee; E. G. Cherbonnier, St. Louis, Feed Consultant to the Ass'n.

Seated: Donald Danforth, St. Louis, pres. Ralston Purina Co.; Walter C. Berger, Chicago, pres. American Feed Mfrs. Ass'n.



R. C. Woodworth, Minneapolis, Chairman Grain Trade Council; Standing, Congressman Chas. B. Hoeven of Iowa

a better retail feed program. Now we believe our recommendation has paid off.

First we obtained the services of one of the nation's best known retail feed authorities, Ed Cherbonnier. During the past year Mr. Cherbonnier has met with our affiliated associations in Des Moines, Buffalo, Minneapolis, Denver, Portland, Seattle and Hutchinson, Kans. He has held conferences with a number of college faculty people over the country, and has spent several days in Washington working with Department of Agriculture people, in our behalf.

One of the first statements released was on the "open formula." Because we knew we couldn't do everything at once, it was decided to concentrate first on Nos. 2 and 3, Having the right service and merchandise, and Having trained employees.

Feed Service Bulletins.—Mr. Cherbonnier felt he could go to the colleges, develop their material and ideas into a series of simple, elementary bulletins for use by dealers in training their employees, and thus get out basic information in small, easy-to-take doses. Thus were started our feed service bulletins which have blossomed into quite an unexpected bouquet. We found that the same material developed to train employees, was also acceptable to the trade for mailing to customers, so we made reprints available in a form so as to permit a dealer to have his own name printed on them. Most of you are familiar with these bulletins, but did you know that in eight months we have distributed more than 400,000 of them?

Still we have only scratched the surface. Only a few dealers are making as good use of our material as they could. We expect to continue to stress the need for employee training, both in the larger plants and in the feed stores and small mills where meetings of employees can be held informally.

By far the biggest dividends to our Association through this program have come because of our practice of sending all bulletins to the agricultural colleges. The colleges and extension services generally welcome our efforts to help put across the story of good farming and good feeding.

Money to Expand Feed Work.—Our committee wants the National Association to expand this work. We want the money to send our material regularly to the nearly 5,000 county agents and extension workers in America. We also would like to see it going to the 8,000 Vocational Agriculture teachers in the high schools. We think this is important to you grain men as well as to our feed people, because this is a way to make friends for our trade, and we are all standing together.

There are other things we'd like to do. So far, our material goes out only through the firms that have direct-mail facilities. We have many members of the trade who prefer newspaper advertising, and if we are to do our job, we must serve them as well, with a mat service.

We are working for a better agriculture, and we are gaining the respect and friendship of the others who are working for the same thing. Our committee asks you not to leave this job half done for any lack of the necessary funds.

John Hedelund's Report for Trade Rules Committee

The trading rules of our Association are literally the backbone of our trade. Their

influence extends far beyond our own membership. The terms and practices defined in these rules are pretty generally accepted throughout America, and even the courts often take them into consideration in deciding cases involving trading contracts. Although the rules have needed certain modifications, it was not found feasible during the war years to try to change them.

We have a Trade Rules Committee of five men (only four of whom have been appointed in 1947), and it is our recommendation that now is the time to really dig into the rules and bring them up to date in all respects. Already at this convention the first steps have been taken, by bringing together representatives of our Association, the feed manufacturers and the millers, to study proposed changes in the feed trade rules.

We have a proposal on which you will vote tomorrow—a new and larger Trade Rules committee. Because we have really two sets of rules, one for feed and the other for grain, we believe there should be a qualified subcommittee of three men to take care of each field. In order to insure harmony, however, and to prevent any conflicts in the two sets of rules, we believe the two subcommittees should act together in a full committee with a seventh man as over-all chairman.

There is nothing more to say about the rules at this time, except to re-emphasize the great importance to our whole industry, of having good rules and following them in every business transaction. We recommend that every grain and feed trader include in his contracts the wording, "Subject to the Trade Rules of the Grain & Feed Dealers National Association."

The rules wouldn't be any good, if they could not be enforced. That is where our Arbitration System comes in.

Arbitration Committee Report by Frank Gillette

Our Grain & Feed Dealers National Association has the oldest business arbitration system still functioning in America. We are proud of this system, and it has been a great factor in the reputation our trade has won in integrity. For each arbitration case that arises, the President appoints a three-man committee, which decides the case on the basis of the Trade Rules, and the evidence submitted by both sides. There can then be an appeal from such decision, to our five-man Committee on Arbitration Appeals all members of which are directors of the Association. Our decision on the appeal is then final, but we may sometimes refer a case back for a re-hearing if we believe the evidence warrants it. Refusal to arbitrate a case with another member or failure to abide by the decision of a committee, is cause for expulsion from the Association, and one member was expelled in this last year under this provision.

The arbitration committees have been unusually active in the past year and a half, and this is due largely to trading under war conditions, which in turn brought on the widespread use of the so-called "escalator clause." Particularly at the time ceilings were done away with last year, many disputes arose over escalator contracts. We have had a dozen new arbitration cases in the past 12 months, in addition to several continued from the previous year. Two of these cases came before the Appeals Com-

mittee, but one of these appeals was never carried to a decision because the market changed sufficiently for the two disputants to get together amicably and the case was withdrawn. Amounts involved in the cases have ranged from as low as \$188 to more than \$17,000. Today there are 9 cases still pending, and several others expected to be filed. And in addition to these official cases, there have been several disputes brought to a friendly settlement through the National Secretary's office, during the period of preliminary filing of complaints.

Our National Association is grateful to those arbitration committee members who have in the past year devoted their time and attention to this little advertised but very important work of our trade.

Publication of Decisions.—Twenty-seven years ago the Association published a volume of arbitration decisions, indexed and codified, and this book was a valuable guide for the whole industry. The cases since 1920 have accumulated in the files, and a second summary is much needed. We have simply not had the funds to do this job, but I hope the Association will in the near future provide for this work. Only in this way can we really profit by the work of past arbitration committees, in establishing precedents in the interpretation of rules and contracts.

Max Cohn of Buffalo Reports for Feed Distributors

Our committee, more familiarly known as the Feed Jobbers committee, reached the height of its activity in the war years when we, like the rest of you, were plagued with the complex and often discriminating orders of Government agencies. I believe our group has given very strong evidence of its loyal support for this National Association. We believe we have as members a higher percentage of all feed jobbers of America than is true of any other segment of our trade. During the war we helped to finance the National program by raising a special fund of several thousand dollars, of which about \$2,000 is still on hand to be used in helping to further our national feed program.

The feed jobber is a very influential member of the National Association. In our business we talk daily to a greater variety of firms in the trade than perhaps any other class of member. All of us, speaking now of the 200 to 300 leading feed jobbing firms in the country, are peculiarly situated to give a great deal of help to any national effort. This is why we try, through our committee, to keep well posted on what is needed to be done, so we can exercise leadership wisely. The feed distributors group has taken the lead in many Association projects, including the development of our Feed Trade rules. We expect to continue this loyal support of our trade association in the future.

Secretary's Report by R. F. Kennedy

Even when you take into consideration the affiliated associations some of which cover several states, there are still roughly half the states in which we have little or no help from residents of those states who are in the grain and feed business.

In the good grain and feed areas we can and must get greater direct support from small-town and country dealers.

The membership picture is not a discour-

aging one. Quite the contrary. We have grown in the last year. In direct memberships we have increased about 6½ per cent. We have also added other classes of membership, including branches which we serve for the nominal dues rate of \$12.50 per year.

Almost all of this increase has come through the time-tested method of one member getting another, and this helps to explain the concentrations of dots on our membership map. In the central markets, it is naturally easier for one man to see another often enough to get his membership. This has been going on for a long time, and we hope it continues.

Finances.—The amount budgeted for this year was \$4300 per month. We have stayed well inside the budget, to the extent of more than \$500 per month. Our expenses for 11 months, in other words, have been \$3,763 per month.

But our income has fallen short of the expenses by \$248 per month.

The convention would be a big cost item, except for the fact that we have planned it to pay for itself.

This deficit of \$248 is very much smaller than was contemplated a year ago when the Board of Directors authorized us to dip into surplus funds to help get the feed program started. You have heard from John Hinck what a magnificent success that program has been so far, and this is the real reason the deficit has been comparatively small. Even with the retainer fee paid to Mr. Cherbonnier, and all the extra travel of your staff to regional conferences east and west last year where our Association program was discussed, still we have held our own remarkably well.

The bank balance of the Association has not dropped anywhere near as fast as had been anticipated.

This Association at one time was about twice as large as it is today. There is no reason why it should not again grow to such size and larger. It has got to grow if it is to do the jobs you expect of it. This is not to say that it must encroach on any of its affiliated state associations in gaining membership, quite to the contrary. It helps a state association to have a substantial number of its stronger members also direct members of the National. And the other side of this picture is that the National cannot exist financially unless it does have this direct support from large numbers of the stronger country elevators and retail food firms, along with the larger terminal outfits.

New members are essential to help shoulder some of the financial load. Frankly, the budget of this Association, when compared with what other industries are doing for themselves in their trade associations, is not very big.

Here in America, just about the only place left in the whole world where a man can engage in handling grain and feeds in a competitive way for profit, you have a trade association because you are trying to keep that opportunity open. It is one of the purely practical aspects of what you are trying to accomplish here through group effort.

Feed Industry Session

Mr. CHERBONNIER opened the feed industry session and introduced Donald Danforth, pres. of the Ralston Purina Co., of St. Louis, whose address is published elsewhere.

WALTER BERGER, pres. of the American Feed Manufacturers Ass'n, delivered

an able address on "Impact of the World Food Situation on Our Feed Industry," which appears elsewhere.

HOMER HUNTINGTON of the Poultry and Egg National Board made a few remarks, after which the meeting adjourned for luncheon, relaxation and entertainment, to convene again Tuesday morning.

Tuesday Morning Session

Vice-pres. H. H. GREEN opened the second general session of the fifty-first convention at 9:50 a. m. on Tuesday, Sept. 16.

Radio and cash prizes were awarded those early in attendance at the session.

Sec'y RON KENNEDY presented the important changes to the rules including amendments to the constitution and by-laws for discussion and adoption during the business meeting. It was the recommendation of the executive committee that since the provisions of the first category were obsolete and no longer possible to carry out they be eliminated.

Category B was a provision that all applications must be signed by an officer of the firm applying to strengthen the answering of the question that the firm applying agrees to be governed by the rules and the by-laws, the trading rules, the arbitration rules and the constitution. Category C was a change in the constitution stating that an application for membership must be for at least one year but that it is considered a continual membership, and becomes effective in the month in which it is approved. The next category provided for the creation of the seven man trade rules committee, with three feed men, three grain men and a chairman as members.

Category E was a change authorizing a practice that had been carried out without any specific authority for many years in that the board may vote by mail. Category F was approval of a provision which was adopted by the Board of Directors a year ago setting up a seven man executive com-

mittee instead of a six man with the executive vice-pres. as ex-officio member and the eighth member.

The Board of Directors were authorized in Category G to fix the rate of dues annually. The constitution formerly gave the board the blanket authority but the by-laws specifically set the dues within certain limitations.

Mr. BOWDEN spoke briefly on the contemplated action of the board in regards to dues if the category passed the convention. He stated that country elevators dues would be raised from \$25 to \$35 a year for the first category and proportionally on up. Retail feed stores would be raised the same, as would custom grinders and mixers. Merchandisers, brokers, commission men and the general terminal market firms would be increased to \$50 and proportionally on up. Class A and B feed mixers would be increased from \$35 to \$50, the unlisted classifications from \$25 to \$35, terminals from \$30 to \$50, the branch memberships from \$12.50 to \$17.50. Affiliates and associates remain the same. These new dues rates Bowden stated would give the ass'n a minimum budget for the work that it has been called on to do. He also stated that contributions in excess of the regular dues have been legitimized by the board of directors.

Mr. KENNEDY continued with the reading of the changes to the rules presented for adoption. Category H was concerned with the elimination of the committee of



Group at Grain Trade Council Luncheon

ST. LOUIS

"The Central Market"

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Oklahoma, Nebraska, South Dakota, Colorado and States farther west—

It is the terminus of eastern trunk lines, and has direct through lines to the gulf, including a barge line to New Orleans, at a differential of 3 cents per hundred under the rail rate. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city enjoy many in-transit privileges and take a large percentage of St. Louis grain receipts—

The Merchants' Exchange of St. Louis is the pioneer millfeed futures market. This market offers contracts for St. Louis delivery of Gray Shorts, and for delivery of Bran and Standard Middlings through the Chicago Gateway, which can be used advantageously by producers, distributors, or processors in the East, the Southeast, the Central States, and the Northwest, as well as the Southwest.

Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—

Anheuser-Busch, Inc.
R. H. Baumgartner & Co.
James E. Bennett & Co.
Bradley & Baker
John H. Caldwell, Sr.
Cargill, Incorporated
Checkerboard Elevator Co.
Continental Grain Co.
Dreyer Commission Co.
Fuller-Wooldridge Com. Co.
Garmon Grain Co.
Halliday Warehouse Co.

Jostes-Lusk Grain Co.
Lamson Bros. & Co.
Lowell Hoit & Co.
Dan Mullally Grain Co.
Nanson Commission Co.
Norris Grain Corporation
Service Grain Co.
J. H. Teasdale Com. Co.
Terminal Grain Co.
Toberman Grain Co.
C. H. Williamson & Co., Inc.

rejected applications which no longer functions. Category I was a change in the by-laws which was quoted by Mr. Kennedy as follows: "Neglect or refusal to submit to arbitration the subject matter of any controversy with another member or failure to comply with the award of the arbitration committee shall be deemed un-commercial conduct and the penalty therefore shall be expulsion from membership in this national ass'n. The following section was proposed in addition: "Failure of a member to sign a contract for arbitration in such form and manner as may be prescribed by the executive committee in accordance with the arbitration rules within thirty days after being instructed by the national secretary to do so, shall be deemed a refusal to submit to arbitration."

Category J was a technical change which strengthened the provisions making the trade rules and arbitration rules a definite part of the by-laws while Category K was the presentation of the newly drafted procedure for expulsion from the association which was drafted by the organization's legal counsel. No system for expulsion of members has ever been in effect, it was announced.

There was no objection or discussion to the presentation of the proposed changes and Mr. Kennedy requested that vice-pres. Green call for a motion to adopt the changes as presented. It was so moved and passed.

At the conclusion of the business meeting, H. H. Green oriented the members on the theme of the day's program, "A Long Range Agricultural Policy for America," with a college economist, a business man, a congressman, a farmer and a representative of the trade all speaking on the same subject.

The first speaker was E. H. Sexauer, Brookings, S. D., division vice-pres. of the U. S. Chamber of Commerce, who spoke for the American business man. His address will be published later.

Dr. L. J. NORTON, Agricultural Economist, University of Illinois who emphasized full production. His address is published elsewhere.

Tuesday Afternoon Session

JOHN H. DAVIS, executive vice pres. of the National Council of Farmers Co-operatives, was introduced by Mr. Green. Mr. Davis declared that government should get out of competition with free enterprise in the marketing of agricultural products.

"The principal role of government in a long-range agricultural policy should be to assist in research, education and adjustment," he asserted. "We should depend on free enterprise to provide the markets. We can't call it a free market when the government maintains production restrictions and price controls on agricultural products."

Davis defined the government's function of adjustment as "maintaining the mechanism of controls and subsidies for use in an emergency such as occurred in 1933."

"However, we hope to stay as far away as possible from restriction of production and subsidizing of prices," he added. "Although we've never quite found the answer to the distribution problem of getting commodities where they are needed when they are needed, I do not think that the government can solve the problem since, instead of seeking commodities' markets, it sits back and waits for markets to come to it."

He pointed out, "In the last 15 years, government has come directly into competition with private enterprise for the handling of goods. As a result, some government agencies have developed the short-sighted policy of attempting to handle commodity marketing themselves instead of trying to utilize the private channels of trade set up for that purpose."

Davis, who himself was formerly associated with the Commodity Credit Corporation, outlined the basic aims of American agricultural policy as "a high level of production, efficiency in production, stability in production, and a minimum of government in business."

"Production is our national wealth," he averred. "And we must devise some way of maintaining sufficient production and try to develop sufficient demand to take care of that production."

Hon. CHAS. B. HOEVEN of Iowa, member of the House Committee on Agriculture, delivered an able address on a Long Range Program for Agriculture, which will be published later.

R. C. WOODWORTH, of Minneapolis, chairman of the National Grain Trade Council, spoke for the trade on the same topic, as reported elsewhere.

New Arbitration Rules

MR. KENNEDY read the changes in the Feed Trade Rules, and they were adopted as read. He said:

You are all familiar with the text in the news letter a month ago containing two technical changes made by the board of directors in going over this matter in detail Sunday. One is the time limit in handling arbitration matters are set as business days rather than as five days or ten days; the other was that a certain cross reference was made between these rules and the trade rule as to the definition of terms. Otherwise, the rules are supposedly now in motionary status and order, and if there are no objections, we can adopt these rules which will fit in the arbitration rules with the changes adopted by the Association this morning on the Constitution.

Resolutions Adopted

DAN SOUTHWELL of Buffalo presented the report of the resolutions committee, which was adopted, as follows:

Policy Reaffirmed

RESOLVED that we reaffirm the resolutions on policy adopted by the membership at the 50th annual meeting in Chicago, and that these matters of policy, as stated in printed copies of the resolutions sent to all of you immediately after that meeting, be continued in effect.

Support of Council

RESOLVED that this National Association hereby approves the farm policy fundamentals outlined before Congress this year by the National Grain Trade Council on behalf of our trade, and that we express to the Council our support for the fine work they are doing in the field of national legislation for all of us.

Effect of Government Buying on Market Prices

WHEREAS, during the past several months there have been extreme and erratic advances in the prices of all grains and most feed ingredients, and

WHEREAS, these advances have had unfortunate effects in causing corresponding in-



Revelers at Cocktail Party at St. Louis Convention

PEORIA

Located in the very center of Illinois' great corn and oats producing territory, Peoria has several of the largest corn consuming industries in the United States, including corn products, mixed feeds, and distillery products. This market also has favorable freight rates to the Gulf and Southeastern territory, which give the Peoria grain merchants unlimited facilities for grain distribution.

So great is the demand, that Iowa and Missouri find their best market here at times and large quantities of corn move to this great Gateway from these states. Owing to the comparatively short haul to Peoria, railroads move this Peoria grain in much shorter time than to other terminals, insuring quicker returns.

*These Peoria Board of Trade Members
Want to Serve You*

Allied Mills, Inc.
James E. Bennett & Co.
H. D. Bowen Grain Co.
Geo. W. Cole Grain Co.
Continental Grain Company
W. W. Dewey & Sons
C. H. Feltman Grain Co.
Lowell Hoit & Co.

Lamson Bros. & Co.
Luke Grain Co.
P. B. & C. C. Miles
Mueller Grain Co.
Norris Grain Co.
Daniel F. Rice and Company
Riverside Elevator Co.
Terminal Grain Company

J. Younge Grain Co.

creases in prices of livestock, poultry, dairy and other animal products, and

WHEREAS, all of these price increases are having an adverse influence, not only upon the domestic cost of living but also upon the cost of the essential food supplies which we must ship to occupied countries and to other friendly foreign nations, and

WHEREAS, the rapidity and extent of these price advances are most readily observed and most promptly publicized in the daily action of our commodity markets, and

WHEREAS, the public may be left with the impression that price advances are the result of our commodity market operations, rather than the inescapable effect of this nation's by partisan policy of rebuilding weaker democracies, as well as supporting our armies of occupation abroad, now therefore be it

RESOLVED, that the directors and officers of this National Association be hereby instructed to take all possible means of informing the public as to the true character of the present market instability, specifically pointing out among other arguments that:

1. While speculation in the markets may have contributed to the day-to-day price fluctuations, and

2. While buying by a governmental agency must of necessity be done in a manner which is not required in private trading, and which thru its public nature also creates day-to-day market disturbances, that

3. Neither of these items, in respect either to speculation or method of government buying is of fundamental long range influence on the price level which ultimately may be attained, let it be promptly and repeatedly emphasized that whereas before the war total world shipments of grain to deficit countries averaged about six hundred million bushels per year from all world exporting nations, this country alone shipped last year about the equivalent of five hundred sixty million bushels; and that the announced intention for this year, in spite of very slim year end stocks, has been, until recently, to ship as great, or a greater quantity; while this National Association is in complete sympathy with extending the maximum aid which can be spared consistent with our national safety as to food and fiber; let the public be thoroughly informed as to the cost of this policy toward foreign nations; First, in the actual cost of the goods which are shipped, and second, in the unavoidable effect which the scraping of our bin bottoms has had, and presently will have, on domestic market prices.

Paralyzing Effect of Controls

This National Association believes profoundly in letting prices seek their natural level, according to the circumstances which may exist. The paralyzing effects of attempted controls has been witnessed in this country. It is still being witnessed in other countries where production is indifferent, supplies are hidden on farms and elsewhere, and black markets flourish. This National Association does not believe that markets must advance to unwarranted heights; but rather that there is a price level which will discount all known conditions. These conditions and therefore prices, may be kept within moderate bounds (according to the future development of still growing crops) by the adoption of, and adherence, to wise national policies in the tonnages which are shipped abroad, and in the avoidance of extreme promises, and exaggerated public statements in regard thereto; and finally let it further be

RESOLVED, that this National Association does offer its services and its cooperation towards all these ends.

Election of Officers

FRANK BELL of Omaha, chairman of the nominating committee, said:

Your Nominations Committee was appointed several weeks ago and it has sought to present to the membership today a list of nominees who, first, are men who have shown an active interest in association work; second, who are real leaders of their branch of our trade; and, third, who can give us proper geographical representation.

We present a list of 22 nominees for directors for the coming year. These nominees are:

Sterling Masters, Kansas City, Mo.; Troy Cox, Seattle, Wash.; Ralph Brown, Cincinnati, O.; F. J. Faber, Philadelphia, Pa.; W. B. Fox, New Orleans, La.; B. O. Holmquist, Omaha, Neb.; R. H. Sturtevant, Kansas City, Mo.; C. J. Martenis, New York, N. Y.; C. F. Morriss, Charlotte, N. Car.; Grover Simpson, Salina, Kan.; James Baker, Los Angeles, Calif.; Earl M. Combs, Chi-

cago, Ill.; E. B. Evans, Decatur, Ill.; E. C. Dreyer, St. Louis Mo.; R. D. Jackson, Tampa, Fla.; LeRoy Godfrey, Chicago, Ill.; F. R. Houlton, Denver, Colo.; John McCaull, Minneapolis, Minn.; Emory Cocke, Atlanta, Ga.; Sterling Nelson, Salt Lake City, Utah; Fred Watkins, Cleveland, O.; and E. E. Allison, Indianapolis, Ind.

For first vice-president, we nominate Charles G. Robinson of Memphis, Tennessee.

For second vice-president we nominate R. C. Booth of Cedar Rapids, Iowa.

For third vice-president we nominate R. F. Cunningham of New York.

There is one more nomination to be made, and I have another member of our Nominations Committee to make this nomination on behalf of the Committee. I now call upon A. H. Meinershagen of Higginsville, Mo., to make this nomination.

H. H. Green Nominated President

Mr. MEINERSHAGEN: It would take much time to tell you of all the good deeds of the man we are about to nominate as the leader of this great trade association. We have been associated in this association work for over thirty years. In 1917, he joined the Missouri Grain, Feed & Millers Association, that's thirty years ago. In a few years we found his valuable information one of his many valuable accomplishments, and elected him as a director of the state association. He was a director until 1933, when we elected him president. The state association became a little shaky and we needed a strong man to carry us through about that time. That same year, 1933, the Grain & Feed Dealers National met in Chicago. I shall never forget that time because Henry Wallace was the principal speaker at the convention. At that time, the president-designate was elected director of the national association. We owe this to Fred Watkins because he carried us through. We led Mr. Green to the directors' room and made the nomination.

Mr. Green has the confidence of all the grain men, he has been a good worker, and his counsel was always sought whenever we had some problems to solve, and he has carried the grain trade through. His activity at home . . . he has operated elevators in north Missouri, been a civic leader in his community, very considerate, very generous, and he is tops in every respect. The only problems he tells me he has not solved is the control of the flood waters of the Grand

River and he'll get that done some day. I consider it a great pleasure and it is a privilege to make the nomination of Henry H. Green as president of the Grain & Feed Dealers National Association.

The foregoing list of directors does not represent our affiliated associations all of whom hold over until such time as their associations submit nominations. (Motion made and seconded that all those nominated be unanimously elected to office, motion adopted.)

Mr. GREEN: We will all do the best we can, but we must have your help. The grain trade is a wonderful thing, and I am proud to be associated with it. A successful grain man must be an honest man, if he is not successful, he cannot be a grain man long. I know of no greater honor than to be president of such a group and I thank you very much.

Adjourned for banquet.

Chief Inspectors to Have Annual Conference with Federal Supervisors

During the Grain and Feed Dealers National Ass'n convention held in St. Louis, the Chief Grain Inspectors National Ass'n held its forty-third annual meeting Sept. 15.

Topics for discussion were:

The Problem of the Tag Heppenstall moisture meter and its relation to corn with low temperatures.

Can the Boerner Divider be improved so that it will give more accurate separations in corn?

What changes are being suggested for the U. S. Grain Standards?

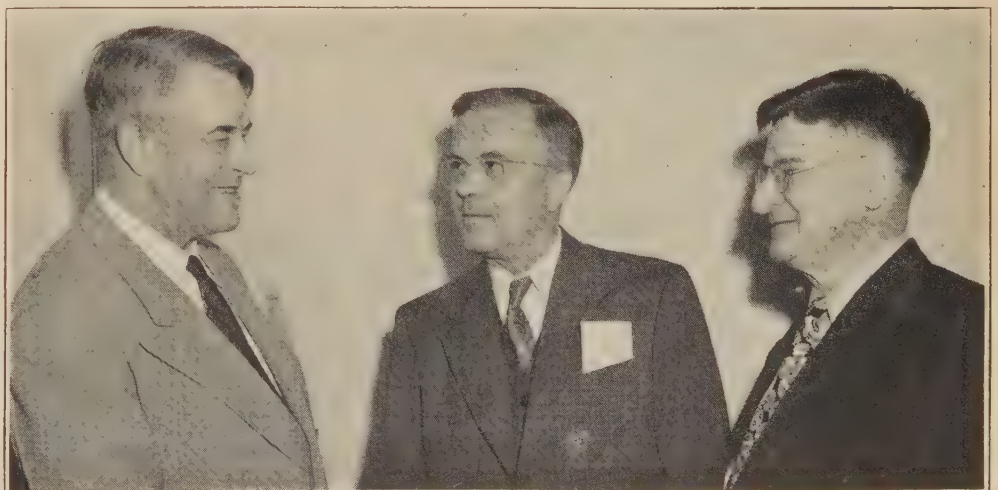
Inspection charges for closed top hoppers.

Identification and grading of wheat by varieties.

A Resolution was adopted that the chief grain inspectors meet with the Supervisors of the United States Department of Agriculture and members of the Board of Review at Chicago, Illinois, annually in the spring of the year.

Officers elected are: Pres., M. B. Houseal, Memphis, Tenn.; vice-pres., E. J. Guinane, Sioux City, Ia.; sec'y-treas., R. R. Fasnaugh (newly elected), Toledo, O.

Directors, J. H. Frazier, H. R. Clark, A. A. Breed, A. P. Emrie, M. B. Houseal, R. R. Fasnaugh (newly elected), W. H. Wishmire (newly elected), Indianapolis, Ind.



Left to Right: Stephen Wilder, Cedar Rapids, Ia.; Pres. H. H. Green, Pattonsburg, Mo., Fred E. Watkins, Cleveland, O., Chairman Executive Committee.

MILWAUKEE

Milwaukee at all times has a big, broad market for all grains. Its industrial consumption and shipping demand provides an active demand all the year.

Milwaukee, the foremost brewing center and largest malt manufacturing city, is the leading malting barley market of the country.

Milwaukee is the leading white corn market of the Northwest.

Wisconsin rye is known the world over for its fine quality and works advantageously thru the Milwaukee market.

Milwaukee, with ample storage facilities and large stocks, is the natural gateway to a large consuming area, and solicits inquiries for all grains. Milwaukee is known for fast unloading and prompt returns.

Milwaukee is the logical distributing center for feedstuffs, mill-feeds, brewers grains, and malt sprouts, and enjoys an enviable reputation in all sections.

Deal with any of these Milwaukee Grain and Stock Exchange Members

Archer-Daniels-Midland Co.
Grain Merchants

W. M. Bell Co.
Grain Merchants

Roy I. Campbell
Grain Commission

Cargill, Incorporated
Grain Merchants

Deutsch & Sickert Co.
Feed, Grain & Hay

Franke Grain Co., Inc.
Feed Merchants

Lowell Hoit & Co.
Grain Receivers

Froedtert Grain & Malting Co.
Maltsters

Johnstone-Templeton Co.
Grain Commission

P. C. Kamm Co.
Grain Merchants

La Budde Feed & Grain Co.
Grain and Feed

Mohr-Holstein Commission Co.
Grain Commission

The Paetow Co.
Feed, Grain, Screenings

J. Walter Rice
Receivers, Shippers, Merchandisers

The Riebs Co.
Maltsters—Grain Commission

Stratton Grain Co.
Grain and Feed Merchants

Milwaukee Feed & Grain Co.
Feed and Grain Merchants

Trade View of Long Range Farm Policy

By R. C. Woodworth, Minneapolis, Chairman National Grain Trade Council, before Grain & Feed Dealers Nat'l Ass'n at St. Louis.

I must point out in the beginning that there is no specific, written statement of policy that has been agreed upon by all of the grain and feed trade. I cannot yet say that there is a final policy statement from the National Grain Trade Council of which I happen to be chairman. Like some of the leading farm organizations (and more nearly like the Committees of Congress) our trade has spent some years studying this matter and without accepting an unflexible program, has reached some tentative conclusions. Between now and the opening of the second session of the 80th Congress next January we hope to have a generally agreed policy statement from our trade, or at least one representing the 36 members of the National Grain Trade Council. Even in the past week we have held one of the many conferences on this subject, and we are slowly but surely getting our viewpoints reduced to writing. To avoid any danger of partisan approach we have asked the comment and criticism of some of the nation's leading agricultural economists, of some of the better known farm leaders, and we have talked with many business groups interested in distribution of agricultural commodities.

So my presentation here today will be something in the nature of a personal summary of the policies which I have heard discussed in our many conferences, and it will include the policy statement which as Chairman of the Council I presented before the House Committee on Agriculture last June. This Council statement of policy has not within my knowledge met with opposition in our trade.

Recommendations to House Committee

Our recommendations to the House Committee covered five main points: (first) the maintenance of a free economy in America through use of free markets; (second) the conservation and upbuilding of our soils; (third) the careful avoidance of schemes which tend to freeze the farm economy into uneconomic patterns; (fourth) provision for automatic and prompt assistance to farmers who suffer severely from the abnormal hazard of drouth, flood, insect pests, plant diseases, hail, etc; and (fifth) a strong national program for the release of potential demand for all the food and fiber our farmers can produce under careful soil management.

As we presented to the Congressmen our detailed comment on these five points, it was perhaps natural that we should point out that some of the farm schemes of the Thirties were dismal failures; that acreage control didn't control production; that support price programs often brought as many evils as they intended to cure; that it was sheer fiction to say that the farm control programs were voluntarily accepted by farmers when rewards and penalties were conditions of the deal. In fact, a couple of Congressional defenders of the present farm program took us for a ride that,

while interesting, seemed a bit rough in spots.

That the underlying agricultural policies of the 1930's were something we must now carefully avoid, is now reported by the House committee itself as the almost unanimous testimony of all the witnesses before it.

Adverse Effect of Price Support

Again,—it is interesting to read the 1947 report of the Committee on Agricultural Policy of the Association of Land Grant Colleges and Universities where they take up support prices at some length, and say about what we said in invoking the ire of a couple of Congressmen, I take the liberty of quoting this choice comment from the Land Grant College statement. I quote:

"Adverse effects are more likely to follow from Government price supports than from the operation of the market. These (adverse effects) include: (1) shrinkage of markets; (2) creation of surpluses; (3) growth of subsidies, and (4) the neglect of more promising measures for improving the welfare of farm people."

It is this last point in the Land Grant College supplementary report that I want to go into more fully here today: the "neglect of more promising measures for improving the welfare of farm people." That point happens to coincide in policy with the fifth point that we presented to the congress, where we insisted that an important part of farm policy must be to release the potential demand that exists in America for our farm products. It happens to be a point emphasized by others of the witnesses before Congress, so I can take pleasure in reviewing one of our principal grain trade policy points where we stand in such good company.

One Third of People Undernourished

First, let's look at two pictures presented to us in the Terrible Thirties we were said to have millions of people—one leader said one-third of all our people—who were undernourished. That this should be true in the America of great food production, few of us could believe at the time. But later we have been told that a high percentage of all men disqualified for army service in this last war, were rejected be-

cause of faults that stemmed from faulty nutrition during their growing years. This statement shocked the nation. In a nation whose people are supposed to have the finest diet in the world, it was a disgrace that this should have happened.

Fear of Surpluses

Now let's look at the second picture. During the Thirties some of the more vocal Farm Block politicians stood us on our heads in fear of surpluses of food. These food surpluses tended to be so great in some crops, they said, that farmers had to be protected against low prices so they wouldn't be discouraged from sowing and reaping; that future surpluses must be prevented by plowing each third row, or killing the small pigs, or restricting acreage, or by imposing quotas on the amount of a commodity each farmer could market. Then, to top it off, that we must subsidize the exportation of this fearsome surplus to foreign use; get rid of it; "be out,—damned spot" of food surplus.

Apparently some thinking people put those two pictures side by side, and found out that something was screwy. They heard an eminent college economist present figures to show that America has, for almost 20 years, been on a net import basis as to all food. They discovered that our food crop surplus is not an over-all farm food surplus, but usually a surplus only of a specific crop, wheat. And they knew it just does not make sense—except in the warm and turbulent air of politics—to say we produce too much food if millions of our people are still undernourished.

Must Increase Buying Power of People

So some of the more hard headed and practical men of Congress, as well as some of the farm and trade leaders, have been sincerely and diligently seeking for a way out on American farm policy. At least a few of them have now figured that the solution of the farm problem in America lies, not on the farm itself, but in industry and the service trades. They are slowly discovering the evidence that all of the farmers of all America today cannot pro-



Left to Right: Dr. L. J. Norton, Urbana, Ill., agricultural economist, University of Illinois; Elmer H. Sexauer, Brookings, S. D.; Ron Kennedy, Sec'y-Treasurer of Ass'n

OMAHA

"A Diversified Market"

In line between producing areas of the Middle West, and consumers in all directions, this market performs a complete, helpful service for both shippers and buyers.

Nebraska wheat is of excellent milling quality and is available through the Omaha market.

EXCELLENT railroad facilities and transit privileges.

MODERN terminal elevators for storage, cleaning, sacking, and transferring of all classes and grades of grain in straight or mixed cars.

COMPLETE weighing and inspection service.

OUTSTANDING milling, baking, and feed analysis laboratory service.

*To Satisfy Your Needs, Get in Touch with Any of
These Members of the*

OMAHA GRAIN EXCHANGE

Archer-Daniels-Midland Co.

Bates Grain Co.

Bell-Sage-Irons Grain Co.

Burns Grain Co.

James E. Bennett & Co.

Butler-Welsh Grain Co.

Cargill, Incorporated

B. C. Christopher & Co.

Continental Grain Co.

Cornhusker Grain Co.

Crowell Elevator Co.

Goffe & Carkener Inc.

Holmquist Elevator Co.

Charles H. Kenser

Lamson Bros. & Co.

Mid-West Grain Company

Nebraska-Iowa Grain Co.

Omaha Elevator Co.

Rosenbaum Brothers

Scoular-Bishop Grain Co.

Taylor Grain Co.

The United Grain Co.

Updike Grain Corporation



L. to R: Ralph Brown, Cincinnati; Earl T. Robinson, Knoxville; Mrs. Julian Scott, Ft. Worth; Clarence Viault, Los Angeles; Mrs. Clarence Viault; R. L. Valentine, New York, N. Y.; Lucian A. Garner, Lawrenceburg, Ind.

duce enough of the good diet to fill the demand of all our people—if, and “if” is the important catch—if all our people have the means to purchase this good diet. Even allowing the subtraction of those who wouldn’t have sense enough to follow a decent diet if they had it at hand,—still we now have ample evidence that there is potential demand for more milk, meat, butter, cheese, eggs and other animal products than we have ever yet produced. And the production of this diet would take far more grain each year than we have ever grown, and more pasture land than we can now foresee as available.

This has become the challenge to America,—and it stands as a challenge to the sincere men who are trying in Congress to formulate a long range agricultural policy for our nation. This Challenge takes courage to face, for to a certain type of man it comes easier to appropriate money, than to give time and deep study to a problem. Some of our own people may say, as one Congressman said, oh, yeah! But just what IS the program in industry and the trades that will help agriculture? Even when that question is raised in the nature of a dispute, it deserves an answer. Let’s make a try here.

Excessive Taxation

At least some of the problem lies in the field of taxation;—double taxation of corporate earnings, high tax rates in years of low income and output, taxes that are applied as favoritism to one type of business as compared to another business with which it is competing, and tax rates so high at any time as to stifle initiative—these are problems in the tax field alone which quickly affect the number and earnings of men in the industries and service trades.

Exorbitant Demands of Labor Unions

There are many other fields of effect upon our ability to employ people at wages which will create new urban demands for food and fiber from our farms. The stark inability of businessmen to figure what is and what isn’t likely to be considered a violation of the anti-trust act. Is an agreement to lower prices and to improve the efficiency of distribution a violation? It needs an answer. And business needs to be reconvinced that charges under the act are to be based upon only their immoral acts, and not upon political expediency. Both labor and farmers can join with the government in a re-examination of federal labor policy. While on behalf of agriculture we seek to get the lower third

of our income group into position to demand more of the good diet, it seems incongruous that one labor union strikes to get wages up to \$18,000 a year for its members and another demands greater pay for delivering milk in the city to these poor people than the farmer obtains for its hazardous production.

These are many points at which Congress and the people can re-examine the economic situation that confronts our lower income groups, and once business is encouraged to make real progress, without the nagging voice of the bureaucrat in its ears, and without danger that everything gained will be seized for maintenance of our bureaucracy, then, as during the recent war years, there should result a demand for manpower that will tend to draw men off of submarginal farms into industry and create a total demand for food and fibre that will solve the farmer’s normal price problem.

One of the best forward steps that has been made toward a rational farm policy, we think, is the recent action of Congress in providing for itself some scientific assistants. Congress includes more lawyers than men of any other profession, and lawyers, in my limited personal experience, have not always been the nation’s best agricultural economists. It is to the credit of some of these more advanced members of Congress that they have unblushingly acknowledged this; and have voted to provide themselves some expert and unprejudiced help. We think it will have influence on the type of long range farm policy adopted in 1948, even though it does not at once convince enough Congressmen to strike out boldly toward a wholly practical program, right away.

Possibilities of 1948 Legislation

Which brings up the probabilities—or possibilities—of farm legislation that will be adopted in 1948. Obviously there are some changes planned in the farm policy that has continued as a hang-over from the Terrible Thirties, otherwise there would be no discussions of the subject at all. But 1948 will be an election year, and there will be important members of Congress still afraid to step boldly away from the mis-

takes of the past, for fear even their mistakes are still popular in some voting areas. But it can be hoped there are others willing to step out into what has been called the brave, new world, if it can also be demonstrated that the brave, new world is a rational world.

Because we have in the National Grain Trade Council some officers who are given the task constantly of watching legislative trends, let’s risk a few early comments on the possibilities of farm policy, or farm legislation, in 1948.

First, it seems certain to us that Congress will not adopt acreage restriction and marketing quotas in any new farm policy. Rather, we think they will take the direction of abundant production, based upon maintenance of high soil fertility.

Second, we rather expect a thorough revision of the parity formula in 1948. That does not imply that the revision will be wholly an upward revision; it is even likely that commodities such as wheat will actually be lowered, while such commodities as livestock may be raised. And one guess—if only a guess—is that this parity formula will be along some movable foundation of prices, covering perhaps a 60-months period, and revisable year by year.

Price Support

Third, we fear that Congress will not in an election year generally abandon the principle of agricultural loans or support prices, in spite of the growing mass of economic opinion opposed to them. If the level of those loans were to be voted on in Congress tomorrow, our guess would be somewhere around 90 per cent of parity; what level they will be by early in 1948, we can only guess. I need not tell you that, like the principal agricultural economists of the country, the grain trade is opposed to 90 per cent support prices for grains. We just think they raise more problems than they solve. Let me add that we think these loans in the future will be made under a plan more nearly like the one tried out this year, where the actual grain does not come into possession of the government at the time of loan, but where the farmers are given certificates of eligibility under which they may sell eligible grain at any



At the Dinner of the “Circle.”

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SEED Seed wholesalers, with outlets to the vast hay and pasture sections of the Northeast, that make possible its dairying and live-stock industries, make Buffalo an active market for offerings of grass and field seeds in large and small lots.

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Allied Mills, Inc.

Feeds

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Grain & Feed Ingredients

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Manufacturers, "Rex Feeds"

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time for any price, or hold it back in their own possession until the end of the loan period, for delivery to the government at the announced support price.

We would like to make a guess on the future of grain exports, but there is enough confusion around it now to make a prediction unsafe. The Senate committee, in extending the authority of the Production & Marketing Administration to export grain, expressed hope that this business would come back to private trade at the earliest possible moment. The transportation advisor to the President stated his belief that the trade could do the grain export job better. A State Department official told the Congressional committee that he personally favored private trade handling. Only the Department of Agriculture still holds out for state trading abroad in grain. Apparently the Department of Agriculture is the principal government agency willing to try to sell free enterprise abroad by denying it at home. You can rest assured that the grain trade will continue a fight on this matter of principle, for it is now become a matter of fundamental American policy.

There is an old story that has almost become legend. It is the story of the valley dwellers who lived below a mountain cliff. Motorists often were unable to make the turn on the road around the cliff, and sometimes fell off, into the valley. So the political leader of the village proposed that a hospital be built in the valley, and an ambulance be purchased, so that better and quicker medical attention could be given to those unfortunate people who fell off the cliff. It took the villagers some time, and some argument with the political leader, to reach the conclusion that more lives and money could be saved merely by building a stout fence around the cliff.

America's farm policy too long has been a policy of hospitals and ambulances in the economic valley of farming. The potential demand for all the production of our farms is so great, that the releasing of this potential demand in America has become the needed stout fence around the cliff.

Grain Markets Must be Free

In any rational long-range farm policy our grain markets must be free if our economy is to remain free. It is the farmer, more than the grain and feed dealer, who should most fear the loss of free markets. Absence of free markets means presence of dictated markets, and this means prices regimented as strictly as in the Germany of 1938 or the Russia of today. The farm policy which ignores this basic necessity

of free markets is a farm policy deemed to the failures of state socialism from the beginning. Our markets will not survive half free and half state-dominated. Neither government, nor any special group, can **compel** prices to their liking; if they can compel them they control them, and prices then become a totalitarianism as anything seen in Germany or Italy in this field. Our freedoms have been so under attack, for so many years, that we tend to relinquish a little here, and little more there, until we find we are fighting a rear-guard battle, which always is a battle in retreat. We repeat, we must make up our policy to insure free prices in free markets, or quickly admit our lack of confidence in a free economy.

I took the liberty, early in this paper, of quoting from a report of a committee of the Association of Land Grant Colleges and Universities. I want to use one more quotation from their report before I close, because to me it is pleasant confirmation of the general policy which our trade has followed in farm policy and which I have just emphasized. I quote:

"Maintenance of continuous high-level production and employment in industry and trade will go a long way toward assuring farmers good markets for the things they have to sell. This is a necessary condition for a prosperous agriculture."

Yes, a necessary condition. And until our makers of national farm policy can grasp the full significance of this necessary condition, we still will be plagued for a time by efforts to hospitalize agriculture. But if they can come quickly to understand its full meaning, and if they can reach a decision to work boldly for its fulfillment, we can look forward in America to a day when no farmer will again be willing to be considered as a sheltered peasant under a benevolent government, but will stand four-square as the business man of American agriculture, concerned only with the problem of meeting the tremendous demand for everything he can produce; a free and equal man in his own government, not a *ward* of the government.

Agricultural Policies Must Emphasize Full Production

By L. J. Norton, agricultural economist, University of Illinois, before Grain & Feed Dealers Nat'l Ass'n at St. Louis

High-level production, conservation of soil resources, a marketing system which allows prices to guide production and consumption, and some methods of protecting farmers against unduly low incomes must

be included in any long-range farm program.

Our farm policies have always emphasized high-level production. At this time strong domestic demands for farm products and a large export market for grain to meet world food needs make it especially important. But along with high-level production we need to develop better land use, emphasizing the conservation of our most valuable resource—our farm land.

We should avoid market and price policies which lead to accumulation of supplies when demand subsides. Support prices will inevitably lead to efforts to control production and impose marketing quotas. These are undesirable and do not fit in with the aim of high-level production. Free market prices are preferable to prices determined by government programs, whether these are purchases or loans to support prices, export subsidies, or attempts to control production.

Yet farmers will seek protection against extreme fluctuation in their incomes. This demand will become urgent in the next major depression. Experience shows that farm incomes always decline severely in depressions. An intelligent system of crop insurance would help protect against losses due to physical disaster such as drouths and floods. A system of overall income payments in depression periods to farmers who have acceptable land-use and soil conservation plans would be the best single farm program. Operating in a free market, it would stimulate high-level production and land conservation and provide a certain measure of income protection to farmers. A group of farmers in Piatt County, Illinois, have worked out a "grass roots" farm program which is worth studying by all who are interested in a sound long-range farm policy.

Reception for Pres. Green

A reception just prior to the annual banquet was tendered Pres. Henry H. Green by his fellow Missourians in the grain and feed trade in the roof garden terrace room of the Statler Hotel. The reception was sponsored by the Missouri Grain, Feed and Millers Ass'n; the Ozarks Feed Dealers Ass'n; the Saint Louis Merchants Exchange and the Kansas City Board of Trade.

The Boat Ride

Part of the entertainment provided for at the convention was a three hour trip on the luxurious river side wheeler the Admiral, which many of the delegates and their wives took advantage of, plus a delightful evening heckling the last performance of the Goldenrod Showboat.



At the Commission Men's Breakfast, L. to R.: C. E. Bostrom, Chicago; Dan Southwell, Buffalo; Bernie Holmquist, Omaha; S. C. Masters, Kansas City; Walter Holstein, Milwaukee; L. L. Crosby, Minneapolis and R. J. Huettelman, St. Louis

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Attendance at St. Louis Convention

Registered attendance at 51st Annual Convention of the Grain and Feed Dealers National Ass'n follows:

ALABAMA: Chas. F. Willen and Richard H. Brown Sr., Birmingham.

CALIFORNIA: H. C. and H. V. Nootbaar, Pasadena, and Roy W. Reeves, Altadena.

LOS ANGELES: J. E. Baker, F. E. Devendorf, Chas. Hestler, D. B. Long and Clarence Vault.

SAN FRANCISCO: A. H. Ascherman, Jed W. Burns, John J. Reese and E. R. Warren.

COLORADO: Lloyd N. Case, Ft. Collins; Ralph Farr, Greeley; J. C. Hearn, Lamar; G. W. Myers, Julesburg; Newton A. Gray and Otis P. Sherrill, Denver.

WASHINGTON, D. C.: James W. Browning, E. J. Murphy, V. M. Green and John H. Davis.

DELAWARE: Earl H. Cone and Ed Slattery, Wilmington.

HONOLULU, HAWAII: Paul S. Loomis.

ILLINOIS: Paul E. Allison, Bloomington; S. L. Althouse, Mt. Morris; M. Marion, and F. A. Beach, Jerseyville; W. E. Culbertson, Steward; Ralph Cherry, Winchester; Verle G. Dollahan, Sullivan; J. W. Friegly, Nashville; Bill Froom, Champaign; W. W. Gardner, Pekin; D. R. Gray, Hull; B. Hendrick, Champaign; E. S. Herron, Gilman; R. Hasenwinkle, Bloomington; Z. Hook, Cairo; Chas. J. Huxel, Gibson City; N. L. Hubbard, Mt. Pulaski; Clark C. King, Pittsfield; Carl F. and A. C. Koch, Breese; L. E. Koonse, Cairo; Loren R. Larrick, Sullivan; Ray McCord, Farmer City; Elmer F. Messman, Bloomington; J. R. Mulroy, Alton; Herbert J. Moore, Bloomington; Edward P. Palmer, Springfield; E. E. Powers, Alton; N. R. Pelne, Minier; Jack Sams, Waukegan; Roy Scott, Springfield; Harry Strawn, Jacksonville; D. M. Sweet, Mt. Morris; Purvis F. Tabor, Sullivan; R. J. Wallace, Springfield; W. A. Webb, Le Roy and Sam Young, Danville.

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Brown Derby Delegation from New York Boosting for an Atlantic City Convention

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$12 per year for 24 insertions.

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FORT WORTH: Frank Bailey, Jr., G. E. Blewett, C. M. Carter, Ben M. Ferguson, Carl D. Ferguson, Jack Greenman, C. S. Kenney, Leo Potishman, Julian Scott, K. K. Smith and W. H. Temple.

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HOUSTON: Gerald E. Carr, R. Tullis Cofer, F. E. Cowan, A. J. McCoy, A. F. Miller and Frank A. Snell.

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MILWAUKEE: Robert G. Bell, Allen A. Breed, A. B. Hessburg, Walter Holstein, George La Budde and M. H. Ladd.

Saint Louis, the Convention City

Saint Louis, the 1947 convention city, and the market surrounded by the United States, is one of the nation's oldest cities, having been founded by the French in 1764 as a trading post. Named for Saint Louis, the King of France, the city has the distinction of living under the flags of three nations during a twenty-four hour period. On March 9, 1804, the Spanish commanding officer at Saint Louis handed the control of the northern Louisiana territory to a young American officer who was empowered to represent the French government. The French flag then flew over the city until the following morning when the United States flag was formally raised.

The Merchant's Exchange of Saint Louis is the oldest grain exchange in the United States. It was organized in the summer of 1836, under the name of the Saint Louis Chamber of Commerce, and the name "Merchant's Exchange" was adopted in the middle 1840's. At first the organization met only in the evenings once a month, to discuss the needs of business in the city and how to solve them. After a few years the meetings were changed to once a week and by 1848, merchants had adopted the habit of holding regular daily meetings to confer with one another. The Exchange opened for regular trading on Jan. 7, 1850, with daily trading hours established from 11 to 12 o'clock.

The first Merchant's Exchange building



Vice P. Chas. Robinson, Memphis; S. W. Wilder, Cedar Rapids; Geo. E. Booth, Chicago; E. G. Cherbonnier, St. Louis; and Louis Bromfield, Speaker at Banquet.

was built on Main Street, between Market and Walnut in 1857. The exchange passed successfully through the trying years of the Civil War, and with the revived western activities soon outgrew the capacities and facilities of the first structure. The present exchange building was erected in 1875 on Third Street, between Pine and Chestnut. It occupies two-thirds of a city block, with a trading hall 200 feet long, 90 feet wide, and 80 feet high. The hall was dedicated and formally opened for business on Dec. 21, 1875. From this beginning one of the large terminal grain markets of the country has emerged.

The Saint Louis market is now served by eighteen trunk line railroads, three short line railroads, five switching lines, and by barge lines operating on the Mississippi, Missouri and the Illinois rivers. The elevator capacity of the market is now greater than at any time in its history, and totals 23,725,000 bus. Construction of 2,000,000 bus. of this total has just been completed, and additional capacity is in prospect for the future.

The market has four large flour mills with a combined milling capacity of 23,000 cwt per day, and combined grain storage facilities for 4,000,000 bus.; fourteen feed manufacturing plants and another large plant at present under construction making Saint Louis, one of the large feed centers of the country. There are two large wet corn processing plants and one dry corn milling plant, with a combined annual grinding capacity of approximately 13,000,000 bus.; two soybean crushing plants with a combined capacity of 8,500 bus. per day and many other grain consuming outlets, including breweries and stockyards.

Ohio Dealers Meet

The Ohio Grain, Mill & Feed Dealers Ass'n held its fall dinner at Canton, Sept. 23. One hundred and fourteen members from all parts of the state met in the ballroom of the Onesta Hotel, Tuesday evening and enjoyed a good chicken dinner. R. M. Hess, Massillon, acted as toastmaster.

Fred Watkins, Cleveland, reported on the activities of the National Ass'n and urged unified effort of all segments of the grain and feed industry in influencing a strong national agricultural policy.

H. E. Fredricks, Marysville, discussed the feed situation. He reported a 25% reduction in feed supplies with reduced live stock numbers, and indicated further reduction to come in feeding.

Dr. R. M. Bethke, Ohio State Experiment Station, declared feed prices too high, "With the smallest corn crop since 1935, and a greatly expanded feed operation, we can not afford to waste any feed." He stressed feed quality, and pointed out the strategic position of the feed dealer to educate and advise the feeders on all their problems and urged the dealers to keep posted on new developments to pass on to their patrons.

Elton Kile, Kileville, discussed "our part in the future of the grain business." He condemned the government policies in grain handling as being determined for political reasons. He said that it is in our own hands to determine what our part will be in the future and that we must fight to retain our place.

Secy. C. V. Thomas, Columbus, briefly



Snapped in the Lobby

reviewed his first year's activity with the association.

Cash Grain Commission Men Meet

The Federation of Cash Grain Commission Merchants met at breakfast in the Cafe Rouge Monday morning, Sept. 15. President Frank C. Bell, Omaha, presided. After Sec'y. B. O. Holmquist, Omaha, read the minutes of the last meeting, which were approved, motions were made to levy the same assessment as last year, and instructing the secretary to tabulate and distribute commission rates charged at the various markets. Officers elected for the following year were: president, Ray Sims, Duluth; 1st V. P. Walter Holstein, Milwaukee; 2nd V. P., Carl Bostrom, Chicago; Sec'y., Dan Southwell, Buffalo.

Those attending the breakfast were: F. C. Bell, Omaha; George E. Booth, Chicago; C. E. Bostrom, Chicago; L. L. Crosby, Minneapolis; R. G. Graham, St. Joseph; Walter Holstein, Milwaukee; Roy J. Huetteman, St. Louis; B. O. Holmquist, Omaha; S. C. Masters, Kansas City, and Dan Southwell, Buffalo.

Ron Kennedy Goes to Northwest

Ron H. Kennedy who has resigned as sec'y-treas. of the Grain and Feed Dealers National Ass'n will assume his new duties as sec'y-treas. of the Northwest Country Elevator Ass'n on Oct. 1. He will also serve as sec'y of the Minneapolis Terminal Elevator Ass'n.

E. T. Pettersen, pres. of the Northwest Country Elevator Ass'n in announcing the new appointment stated that Kennedy's experience in handling association work on a nation-wide scale makes him well qualified for the joint position of sec'y for the elevator groups.

A native of Spokane, Wash., Kennedy served in the Army Air Forces for five years. He was an intelligence officer overseas during the war and was discharged with the rank of colonel. Prior to entering service, he was in charge of chain store community relations in Iowa. From 1937 to 1940, he was sec'y of the Western Grain and Feed Ass'n, Des Moines, and from 1934 to 1937 was sec'y of the Pacific Northwest Grain Dealers Ass'n, Spokane.

Kennedy replaces J. R. McElligott as sec'y of the Northwest organization.

Mineral Feed Men to Meet

The annual convention of the National Mineral Feeds Ass'n will be held on Oct. 17, 18 at the Fort Des Moines Hotel, Des Moines, Ia., according to a recent announcement of the Board of Directors of the organization.



GRAIN & FEED DEALERS
NATIONAL ASSN.
HOTEL STATLER ST. LOUIS, MO.
SEPT. 16, 1947

Eugene Turbin, Photographer

The Banquet

The annual banquet of the Grain & Feed Dealers National Ass'n at St. Louis was given in the ballroom of the hotel the evening of Sept. 16 with Pres. Green presiding.

STEVE WILDER, honor guest, was praised by his close friend, Geo. E. Booth of Chicago, who related that when he began work in Mr. Wilder's office the latter told him first to study the book of rules of the Chicago Board of Trade.

Mr. WILDER spoke of the work done by the Ass'n during the past 50 years. "I am pleased to have been associated with this group."

Mr. GREEN: "We are unfortunate in not having our retiring president with us.

He is in Europe attending the wedding of his eldest daughter."

J. H. Dunn of Minneapolis was asked to come forward and accept a silver thermos bottle as a gift to retiring pres. F. P. Heffelfinger; also an engraved letter of appreciation signed by the present officers of the Ass'n.

Mrs. GREEN thanked the members of the St. Joseph Grain Exchange who had presented Mr. Green with a table radio and recording machine.

Mr. BOWDEN said the next annual meeting would be at Des Moines, Ia.

G. E. BLEWETT, Fort Worth, sec'y of the Texas Grain and Feed Dealers Ass'n, made a plea to hold the convention in Galveston, the playground of the Southwest,

if not in 1948 then in 1949.

The members of the Ass'n staff stood and were introduced by Mr. Bowden.

LOUIS BROMFIELD, a successful farmer, was introduced by E. G. Cherbonnier, feed consultant. Mr. Bromfield eloquently advocated soil conservation. "To produce what we are doing we are farming one-third too much land." "Every time you see a gully, note that you are paying taxes for it."

Mr. WILDER was presented with a folder containing a portrait of himself and an appreciation of his earnest work as chairman of the Country Elevator Committee. Mrs. Wilder was presented with an electric clock.

Mr. Bowden read a cablegram from Mr.



Heffelfinger stating that he wished he was with them in spite of the delightful time he was having, and "You have chosen well in Henry Green."

Canadian Farmers' Marketings

The following quantities of wheat and coarse grain were delivered from farms in western Canada the week ended Sept. 11: Wheat, except durum, 29,909,789 bus.; durum wheat, 1,517,438 bus.; oats, 3,517,651 bus.; barley, 5,431,380 bus.; rye, 1,458,240 bus.; flaxseed, 537,303 bus. Since Aug. 1 the quantities received, expressed in bushels, as compared with the like period in 1946, shown in parentheses, were: Wheat, except durum, 53,564,383 (60,834,388); durum wheat, 2,595,393 (2,137,909); oats,

8,782,457 (15,170,922); barley 14,384,363 (17,725,996); rye, 4,144,275 (2,012,979); flaxseed, 965,759 (630,099).—Herbert Marshall, Dominion Statistician, Dominion Bureau of Statistics.

Corn Refiners Deny Price Conspiracy

All charges of collusion in quotation and support of prices, terms and conditions of sale for such products as corn syrups, corn sugars, corn oils, dextrins, and starches were denied by nineteen corn processing companies, including Corn Products Refining Co. before the FTC. The firm's denials stated that they had not engaged in unlawful price discrimination and conspiracy to fix prices and suppress competition.

Denials were received from:

Corn Products Refining Co. and its subsidiary, Corn Products Sales Co.

A. E. Staley Manufacturing Co. and its subsidiary, Staley Sales Corp., both of Decatur, Ill.

Clinton Industries, Inc., St. Louis, and subsidiaries Clinton Sales Co., Clinton, Ia.; Bliss Syrup and Preserving Co., Kansas City, and D. B. Scully Syrup Co., Inc., Chicago.

Anheuser-Busch, Inc. and subsidiaries: A. A. Busch & Co., Inc. A. A. Busch & Co. and Southern Syrup Co., Inc.

Union Starch & Refining Co., Columbus, Ind., and its subsidiary, Union Sales Corp.

Penick & Ford, Ltd., Inc., New York; American Maize-Products Co., New York; the Hubinger Co., Keokuk, Ia.; and National Starch Products, Inc., New York.

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Grain and Feed Trade News

Reports of new elevators, feed mills, improvements: changes in firms; fires, casualties, accidents and deaths are solicited.

ARKANSAS

Opelousas, Ark.—The second annual International Rice Festival will be held here Nov. 6 and 7.—P.

Cabot, Ark.—The Ross Flour & Feed Co. of Little Rock, Ark., has established a branch feed store here, with Carroll Russell as manager.—G.

Forrest City, Ark.—Harvesting of the 122,000 acres of rice in the Forrest City area got under way the week of Sept. 7 and experts predicted the yield at more than 600,000 bus.—P.

Little Rock, Ark.—Niemeyer Grain Co., Inc., Little Rock, has been incorporated; capital stock, 1,000 shares, p. v. \$100. Incorporators are: Henry H. Niemeyer, resident agent; Henry F. and Betty Jane Niemeyer.—H. N.

Bentonville, Ark.—The Farmers Exchange has bought the building and lot from which it has been operating from the Arkansas Central Co-operative Ass'n of Little Rock from whom it has been leasing the plant since that company purchased it from B. H. Rayland of Bentonville in 1944. The Farmers Exchange plans to improve the building at once, which is on the Frisco Lines right-of-way.—P.

CALIFORNIA

Salinas, Cal.—The Eckhart Seed Co. is erecting bins on its property for handling beans in bulk.

Chowchilla, Cal.—The Gallard Grain & Milling Co. has been incorporated as the Chowchilla Grain & Milling Co.

Woodland, Cal.—Sunset Rice Dryer, Inc., contemplates establishing and operating a feed business in conjunction with its present operations, Roy T. Jones, of that company announced.

Los Banos, Cal.—A large modern alfalfa mill has been constructed for the Santa Rita Mill Products Co., recently organized by a group of farmers of the Los Banos and Dos Palos communities, 11 miles east of here and 2 miles north of the Pacheco highway, and now is grinding out hay at the rate of 20 tons an hour. Russell Robinson of Los Banos is manager of the plant which was built by the Machinery Engineering Co. In the near future the structure will be enclosed by corrugated iron. It will be equipped with a pressure water system which will supply all parts of the mill with an ample supply of water for protection against fires. At present the mill is producing a coarse ground alfalfa suitable for dairy and range cow feeding. The main structure of the mill is 40x50x60 ft. high. There are 15 motors with about 800 h.p., one of which is of 200 h.p. capacity for the principal 26 inch by 48 inch hammer mill.

Las Galinas, Cal.—The Marin Dairymen Milling Co.'s feed mill was destroyed by fire recently. The building covered approximately 10,000 sq. ft. and was a one story galvanized structure.

Corning, Cal.—A district meeting of grain and feed dealers was held here Aug. 28 under auspices of the California Hay, Grain & Feed Dealers Ass'n. Glenn, Shasta, Tehama and Butte Counties were represented. R. A. Harelson presided. Dan Zumwalt of Chico explained a chart he prepared showing the effect of rising feed costs on net income to egg producers. Irl Maxwell of Red Bluff was elected District Chairman and Casy O'Brien of Redding was elected District Sec'y. Other district meetings were held later at Santa Barbara Sept. 10 and Tascadero Sept. 12.—I. J. Stromnes, sec'y California Hay, Grain & Feed Dealers Ass'n.

San Pedro, Cal.—Philip R. Park, 77, widely known throughout the poultry and livestock feed industry in California, died in Los Angeles July 29. Mr. Park prior to 1925 was engaged in business in the east as a member of Hollis, Park & Pollard Co., and later as a partner of Park & Pollard of Boston. Both organizations engaged in the manufacture of poultry and livestock feed. Upon retiring from business in Buffalo and Boston he took up residence in San Pedro, Cal., and almost immediately became interested in the possibilities of extracting valuable food elements from kelp, the prairie grass of the ocean. He embarked in business under the name, Philip R. Park, Inc. He endowed the Park Research Foundation here which will continue his pioneering efforts to bring better, more efficient feeding methods to poultry and livestock feeders.

Marysville, Cal.—The importance of dealer co-operation to safeguard extension of "production credit" was stressed at a district meeting under auspices of California Hay, Grain & Feed Dealers Ass'n here Aug. 27. Dealers attended from Placer, Yuba, Sutter, and Butte Counties. Walter Jansen of Lincoln presided and led the forum discussion on trade problems. He urged each one to closely analyze his costs today, so the trade may streamline operations and offset inflated and increasing distribution costs. S. S. Nisson of Petaluma told the group of the value of having dealers know each other so that when issues arise they may act promptly and with confidence in each other. R. A. Harelson of Chicago pointed out the value of exchanging information and ideas through a district organization. Bob Heiken of Marysville discussed standard opening and closing hours for the feed trade. Jerry Steventon of San Francisco came up to represent the Yuba City Mills. Sam Zall of Marysville was elected District Chairman, with the next meeting scheduled for Sept. 26.—I. J. Stromnes, sec'y California Hay, Grain & Feed Dealers Ass'n.

CANADA

Winkler, Man.—The Lake of the Woods Milling Co.'s elevator, 10,000 bus. of grain, two annexes, flour shed and office building burned recently.—A. M.

Ottawa, Ont.—The Prices Board, citing the shortage of feed grains, on Sept. 4 announced an increase of \$1.50 a ton in the mark-up originally allowed processors of bagged, whole and ground western grains when shipped to eastern Canada. The increase was authorized to offset increased costs and speed the movement of feed grains to the eastern provinces. The increase will remain in effect until Oct. 31, at which time the situation again will be reviewed.

Winnipeg, Man.—Stanley N. Jones was re-elected president of the Winnipeg Grain Exchange by acclamation at the annual meeting Sept. 10. Harley L. Flood was re-elected first vice-president and C. Gordon Smith second vice-president. Members elected to the council of the exchange for a two-year term are: C. C. Head, J. R. Lindsay, S. D. McEachern, K. A. Powell, C. L. Simmonds and Herbert Tooley. Members of the council whose terms of office do not expire for another year are: W. J. Dowler, R. R. Emerson, Geo. S. Mathieson, R. A. Purves, J. B. Richardson and S. E. Searles.

Winnipeg, Man.—Parrish & Heimbecker, Ltd., and the Superior Elvtr. Co. held their 38th annual meeting in the Royal Alexandra Hotel recently. Those attending the meeting were entertained at a luncheon Sept. 2, and at a reception held at the summer home of W. L. Parrish at Parkdale. Mr. Parrish was re-elected president, and Norman Heimbecker named vice-president and general manager; W. J. Dowler was re-appointed sec'y. Other re-appointments included C. W. Heimbecker, general manager of the Toronto office; E. F. Badke, general manager, Montreal; H. O. Heimbecker, general manager, Calgary. All of the directors were re-elected.

COLORADO

Denver, Colo.—The Summit Grain Co.'s local office now is located at 417 Chamber of Commerce Bldg., 1726 Champa St.

Denver, Colo.—The Denver Grain & Feed Club will resume meetings each Wednesday at noon commencing Oct. 1 at the Navarre Restaurant. W. T. Chaffee is president.

ILLINOIS

Prophetstown, Ill.—The Prophetstown Mill has purchased a new portable seed cleaner.

Chandlerville, Ill.—The Chandlerville Co-op. Grain Co. has installed a 50-ton Fairbanks Scale with 10x45 ft. reinforced concrete deck and remodeled and redecorated its office building. J. H. Scott is manager.

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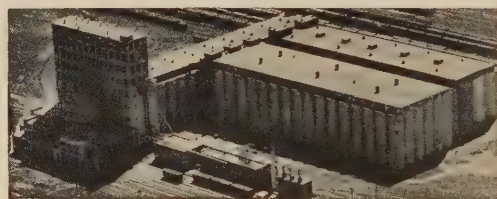
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for mailing samples of grain, feed
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per, strong and durable. Grain size,
4½x7 inches, \$2.80 per hundred,
500, \$13.00. Seed size, 3½x5¾
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\$10.75, plus postage.

GRAIN & FEED JOURNALS

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Wellington Terminal Elev., Wellington, Kans.
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Everytime you mention the semi-monthly Grain & Feed Journals to an adver-
tiser, you encourage him to make good on his advertised claims.

Earville, Ill.—Burglars recently broke into the Farmers Elevator's office, demolished the safe and took \$30 in cash.

Catlin, Ill.—Victor Current of the Catlin Grain Co. is building a 24x26 ft. concrete block office and installing a new 50-ton scale.

Van Orin, Ill.—The Farmers Elvtr. & Supply Co.'s office was broken into recently and \$25 in cash and \$275 in Series E War Bonds were stolen.

Metcalf, Ill.—The Cleveland Grain Co. is building a large concrete garage to house its trucks and a machine shop, and is remodeling its grain office.—P.

Clifton, Ill.—B. J. Wallace's new elevator opened for business Sept. 2. A new scale was installed and an office building was constructed at the new location.

Steeleville, Ill.—R. Hahn, 71, vice-president and superintendent of the Glistler Milling Co., died recently. He was associated with the company for 47 years.

Yuton (Bloomington p. o.) Ill.—The corn outlook is fair to good in this vicinity. Beans look very good except for grasshopper damage.—Yuton Grain & Coal Co., Y. E. Butler.

Thomasboro, Ill.—Thirty-two local steel bins included in the Champaign County ever-normal granary system will be sold soon, Orville Leischner, vice-chairman of the AAA committee, stated.—P.

Lincoln, Ill.—The Logan Grain Co., incorporated recently, has elected the following officers: Pres., F. C. Sparks; sec'y, Uriah Tendick; treas., Elmer Laughery. It is a member of the Havana River Grain Corp.—P.

Coal City, Ill.—John P. Montgomery is new local manager of the Grundy Grain & Supply Co., succeeding H. W. Wolfensberger, who recently resigned. Mr. Montgomery formerly was manager of the Carroll Service Co. at Lanark, Ill.

Philo, Ill.—The Philo Grain Co. has been sold by its owner, Tom McCormick, to the Champaign County Grain Co. Possession was taken Aug. 8. C. A. Crane of Rantoul will be manager. The elevator holds about 22,000 bus. of grain and the selling price was \$29,700.

Blandinsville, Ill.—Max Kempher and James F. Banks have leased the Main Street Elevator from George Spainhower. Kemper assumed active management of the business on Sept. 1 and will be in full charge until his partner can dispose of property in Frankfort, Ky., and move here.

Peoria, Ill.—Cargill, Inc., has opened a branch office here under the management of Robt. T. McIntyre, who has been associated with Cargill, Inc., for several years at the Maumee, O., plant. Opening the local office was a move made in the interest of increasing the service which the company can render to grain shippers in the Illinois and Iowa territory.

Alton, Ill.—A special feature of the fall meeting in St. Louis, Mo., Nov. 3 and 4 of the Millers National Federation will be a trip here by special train to visit the new 8,000-cwt. mill of the Russell-Miller Milling Co. A special train of six or seven coaches will carry the 300 or more millers and others who are expected to make the trip. The Jones-Hettelsater Const. Co. designed the mill and supervised the construction of the plant.

Sadorus, Ill., Aug. 10.—We are having fine weather here now. The early corn is beginning to dry up. Corn should make 35-50 bus. Soybeans look good, could be about as good as last year. All the old corn has moved out. The price to the farmer here now is \$2.55 for No. 2 yellow corn. Soybeans hit \$3.00 yesterday and they are still going up today. Indications are that quite a bit more wheat than normal will be sown this fall.—Richard M. Lovingfoss, mgr., Sadorus Co-operative Elvtr. Co.

Cadwell, Ill.—Moultrie Grain Ass'n has completed an addition to its local elevator, increasing capacity 20,000 bus., and installed a new sheller and cleaner and another dump sink and leg. A 20x30 ft. office building is under construction and a new Fairbanks Truck Scale with dial and printograph and 45 ft. deck is being installed. The Ass'n held its annual meeting at Lovington on Aug. 29. Dinner was served to 200 stock holders and patrons. Professor J. C. Hackleman of University of Illinois was the speaker. Patronage refunds of over \$28,000 were distributed, F. H. Boyd, manager, reported.

Vandalia, Ill.—V. A. Kelley, proprietor of the Kelley Grain & Feed Co., is building an all-purpose building. The fireproof administration and merchandising room, 50 x 90 ft., will be of concrete, steel and glazed tile. The front portion will be completed first, to be used for an office and space for a limited amount of feeds, seeds and implements. The front division will be two stories high. The rear section, 50 x 54 ft., will be enclosed this fall and a hot water plant installed in it. A 14 ft. driveway extends north and south thru the main building. Mr. Kelley stated he plans to build a feed and processing unit between the elevator and administration building eventually.

CHICAGO NOTES

A group of Allied Mills, Inc., sales executives recently visited the new research farm bought by the company, for use as headquarters for its research division, located near Libertyville, Ill. The farm is equipped with about 25 major buildings.

D. J. Bunnell has resigned from Central Soya Co., Inc., and Oct. 1 will become president and general manager of the Northwest Linseed Co., Minneapolis. Mr. Bunnell has been with the Central Soya Co., Inc., since 1937 in its Chicago office. He has been vice-president and director in charge of the company's bean buying and sales of oil. Formerly he had been in charge of the seed department for Allied Mills, Inc., and earlier had been with the Crawfordsville (Ind.) Seed Co.

Harold W. Hensler has been granted a leave of absence at his own request from the Arcady Farms Milling Co. He has been with the company for 27 years, and served as sec'y and assistant to the president.

Wayne M. Waller has been appointed manager of the Chicago division of Philip R. Park, Inc., succeeding H. B. Park, who resigned. He will direct the company's selling and advertising in this territory. Mr. Waller joined the Park organization about three years ago, having previously served as vice-president of a midwestern feed farm for several years. He is a veteran of World War II.

John Mecking, formerly president of Atkins & Durbrow, Inc., New York, N. Y., and Atkins & Durbrow Corp. and A. & D. Co., Inc., Chicago, has announced the formation of the J-M Trading Corp., with offices at 11 W. Jackson Blvd. Mr. Mecking will be president of the new corporation, with George F. Barrett, formerly of the United Feed Products Co., Chicago, as vice-president. Mr. Barrett was associated with Darling & Co. for many years before joining the United Feed Products Co. The new firm will handle all types of vitamin products and peat moss as well as feeds and feed ingredients.

The directors of the Board of Trade Sept. 11 increased initial margins on grain futures transactions and on spreading transactions between different grains and on inter-market spreading and hedging transactions as follows effective the morning of Sept. 13: On grain future transactions other than hedging or spreading transactions margins on wheat were increased from 35c to 45c per bus.; corn 35c to 45c; oats from 20c to 25c; barley from 40c to 50c; soybeans from 50c to 75c. On spreading transactions between different grains and on inter-market spreading and hedging transactions margins on wheat were increased from 12c per bu. to 20c; oats from 8c to 12c; barley from 25c to 35c; soybeans remained unchanged at 35c. The board ordered that margins on all commitments in grain futures "other than hedging or spreading" transactions should be maintained at the clearing house margin requirement as a minimum. The board of governors of Chicago Board of Trade Clearing Corporation Sept. 11 increased margins on wheat and corn 5c a bu. to 25c on both grains from 20c; margins on oats increased 2c to 12c, and soybeans 5c to 40c; barley margins continue at 25c.

INDIANA

Albion, Ind.—The Stiefel Grain Co. remodeled its office. Clay Pugh has been local manager since 1946.—L.

CORN

OATS

BARLEY

WHEAT

Grain Receivers and Shippers

TERMINAL ELEVATOR CAP. 15,000,000 BUS.

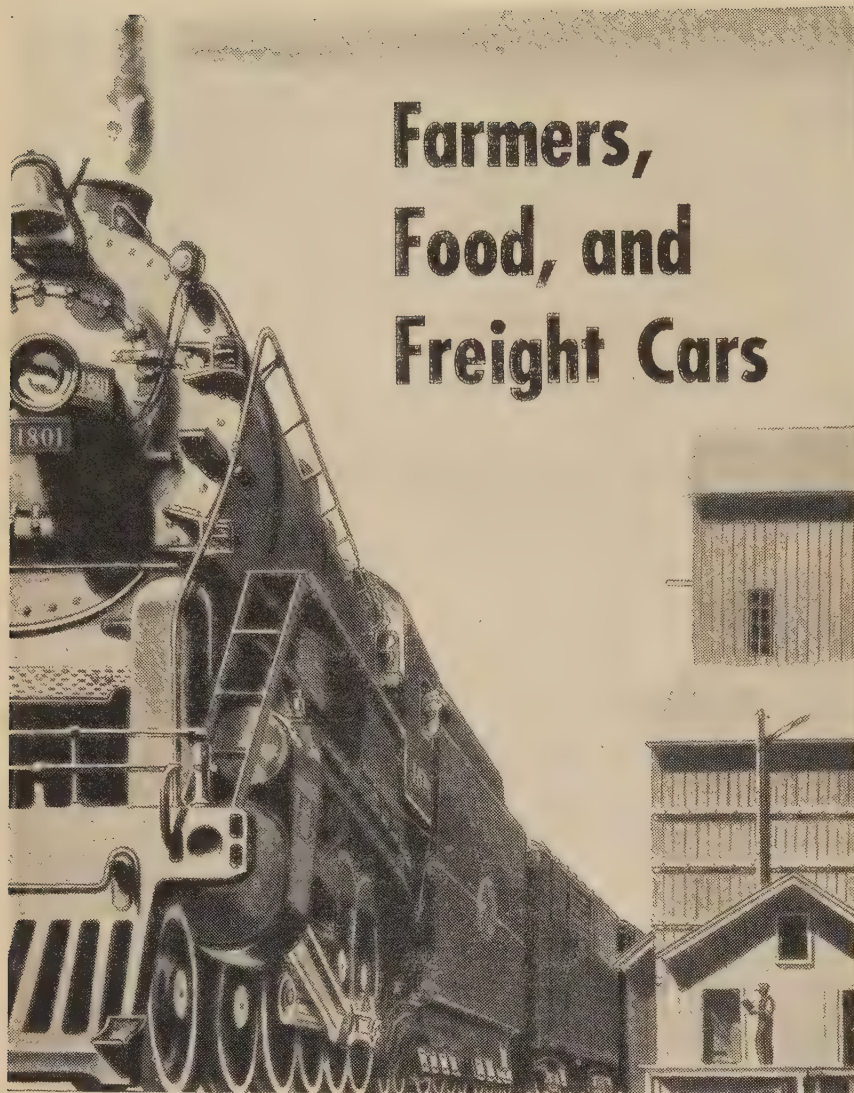
Our large system of Terminals and country lines, enables us to quote attractive prices and give prompt service on all classes of feed and milling grain.

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● A billion bushels of winter wheat alone—besides huge crops of spring wheat and other foodstuffs! That's the American farmers' answer to the challenging needs of America and the world.

And while the farmers have done this tremendous job, the American railroads have been doing *their* part in the work of feeding and supplying the world.

The railroads have carried, so far this year, more grain than ever before in any corresponding period in history. They are hauling more tons of freight more miles than ever before in peacetime. Since V-J Day the railroads have ordered more than 160,000 new freight cars. But not enough of these cars have been delivered, so far, to replace those worn out in wartime service.

More cars are on the way. Until they arrive, however, railroads will do the best they can with what they have and can get. There are bound to be some delays in furnishing all the cars needed to move this year's crops. But the railroads—with the continued help of the shippers—will keep on doing their utmost to speed the products of our farms to the nation, and to a hungry world.

AMERICAN RAILROADS
THE NATION'S BASIC TRANSPORTATION

Yeoman, Ind.—D. W. Crutchfield took over the Smock & Clark elevator Sept. 1. Sale was made last June.—L.

Syracuse, Ind.—Gaylord Jones and Raymond Bitner are building a feed mill to be known as the Syracuse Milling Co.—L.

Harrisville (Union City, R.F.D.) Ind.—The Harrisville Grain Co. enlarged its office and installed a new hammer mill and sheller.—L.

Mt. Vernon, Ind.—The Sunlight Mill, damaged by fire Aug. 25, will be rebuilt, Jeffrey R. Short, president of the J. R. Short Milling Co., Chicago, recent purchaser of the plant, stated.

Mexico, Ind.—Lowell Knauff has resigned as manager of the Farmers Elevator, effective Oct. 1, and will travel as a sales representative for the Square Deal Co. of Warsaw. Myron Taggart, who has been associated with the local elevator for some years, will succeed him as manager here.

Evansville, Ind.—The Vanderburgh County Farm Bureau Co-op. Ass'n. has awarded contract to the Tri-State Contracting Co., for remodeling a building on a part of the ordnance plant property it recently purchased so it can be used as a hatchery and feed manufacturing plant, W. A. Winterheimer, manager, announced.

Rossville, Ind.—Gray's Hatchery's elevator was destroyed by fire recently, damages estimated at \$10,000. Several tons of sacked feed, 2,500 bus. of new wheat and 2,500 bus. of oats were stored in the structure. Much of the grain was water soaked and heavily damaged. The loss is partially covered by insurance. Morris B. Gray is the owner.

Fort Wayne, Ind.—The Northeastern Indiana Hay & Grain Dealers Ass'n met Sept. 22 at the Chamber of Commerce when a round table discussion covering soybeans, feed and fertilizer, was held. Speakers were Ersal Walley, president of the American Soybean Ass'n; Doctor Rex, Woodville Lime Products Co., Toledo, O.; Willard Hart of Central Soya; S. M. Radcliff, Buffalo, N. Y., and Walter P. Krueck, of Allied Mills, Inc.—L.

INDIANAPOLIS NOTES

The K. & M. Feed Co., Warsaw; Avilla Elvtr. Co., Avilla; Valley Dehydrating Co., Rushville, and Walker Bag Co., Inc., Louisville, Ky., are new members recently enrolled in the Indiana Grain & Feed Dealers Ass'n.—Fred K. Sale, sec'y.

An opinion from the Gross Income Tax Division on spraying contracts is that the transaction would be considered something more than selling a certain number of gallons of the spraying compound, and would be considered as being taxable in its entirety at the rate of 1 per cent as being derived from the performance contract.

Many members of the Indiana Grain & Feed Dealers Ass'n, on invitations from Funk & Sons at Kentland and association members of the 500-Bushel Club, enjoyed a trip to the Upper Peninsula of Michigan on Sept. 25 for a week-end visit at the lodge of the 500-Bushel Club at Gogebic Lake. A similar trip made last year proved such an enjoyable occasion it was voted at that time to make an annual affair of the outing.

GRAIN & FEED JOURNALS

IOWA

Fairfax, Ia.—Community Feed & Grain Co., has started construction of its local elevator.

Wayland, Ia.—The Farmers Elevator Co.'s elevator was sold to the McKee Feed & Grain Co. of Muscatine.

Lone Tree, Ia.—Frank Dougherty has purchased Cal's Produce House from Cal Clemens and taken over the business.

Danville, Ia.—Elbert Gresap, war veteran, is manager of the Des Moines County Farm Service Co.'s new 30,000-bu. elevator.

Hull, Ia.—Work is progressing nicely on the new elevator and feed mill room under construction for the Farmers Co-op. Ass'n.

Lincoln, Ia.—The Farmers Co-operative Elevator Co. as of July 31, reported for the year 1947 total assets of \$140,748.50; allowable patronage dividends for 1946-1947 were \$24,315.84.

Olds, Ia.—Ben K. Fenton has been elected manager of the Farmers Elevator Co., succeeding the late Lester Nicholas. He has been an employee of the company for the past 13 years.

Hinton, Ia.—The Iowa Grain & Feed Co. has been incorporated, with headquarters here. Capital stock is \$25,000; Horace Clark, Hinton, is president; M. E. Rawlings, Sioux City, sec'y and treasurer.

Keokuk, Ia.—Robt. M. Hill, formerly with Quaker Oats Co., has joined General Mills, Inc., as rolled oats milling engineer. He will work with oats processing plants here and at Minneapolis.—P.

Belle Plaine, Ia.—Max Emerson is building a mill on the north side of the Chicago & North Western railway tracks, his business having outgrown his mill in the southeast part of Chelsea, which he has operated for a number of years.

Primghar, Ia.—The Willey Bros. Grain Co., is installing a new Hess Corn Drier, to be housed in a concrete building 60 ft. high to be located just south of the elevator annex. The drier will have a 500 bus. per hour capacity. The T. E. Ibberson Co., is doing the work.

Joice, Ia.—The Joice Co-operative Elevator Co., has let contract to the T. E. Ibberson Co. for construction of a \$70,000 combined elevator and mill to replace the one that burned July 1. Construction will start Nov. 1. The new \$5,000 scale which was saved will be repaired.

Cedar Rapids, Ia.—Clive F. Marshall, who for the past 14 years has been associated with Allied Mills, Inc., Chicago, will leave that company the last of September to join the Iowa Milling Co., as an officer of the company. Joseph Sinaiko is head of the local company, which processes soybeans and manufactures formula feeds. Before going with Allied Mills Mr. Marshall had been associated with Dreyfus & Co., international grain firm. Late in 1944 he was called to Washington to succeed Colin S. Gordon as price executive of the Cereal, Feed & Agricultural Price Section of O.P.A. and served thru 1945. In this position he successfully fought against strong pressure to maintain the principal of markup-over-cost for the feed industry.

Shipley, Ia.—The Shipley Grain Co. recently completed construction of a two-room office, a 16 ft. wide and 44 ft. long driveway and installation of a 36-ton Fairbanks scale with 44 ft. deck. Business at the 15,000-bu. elevator, which suspended business temporarily while the improvements were being made, has been resumed. A. B. Groomes is manager.

Shenandoah, Ia.—Jerry Monohan of Percival met with the Industrial Committee of the Chamber of Commerce recently to discuss the proposed location here of an alfalfa dehydrating plant. Rocky Adams of Fremont, designer and builder for the dehydrating plants, was present also. The committee took the proposal under consideration and will report to Mr. Monohan on the matter later. He with four brothers own and operate a similar plant at Nebraska City.

Harlan, Ia.—The Harlan Rendering Co. celebrated the completion of its large manufacturing plant with an open house Sept. 3 for its jobbers, suppliers, feed men, and friends from several midwestern states. Previously the company had entertained local business men, farmers and feed dealers at a similar celebration. The new feed manufacturing plant is virtually completed, awaiting only the installation of some additional equipment. It has 32,000 sq. ft. of floor space, with a storage capacity of about 50 cars of feed. Rae Walters is the owner.

Clarinda, Ia.—The Community Feed & Grain Co., has been formed, to operate an elevator and feed mill here and elevators at Craig and Fairfax. The local elevator has been completed and is ready for operation; the one at Craig is in operation, and building has started on the Fairfax house. The local feed mill is being built, to be completed this fall. The company was formed by Robt. B. Smith and Francis A. Smith and E. L. Rickel of the Rickel Grain Co., Kansas City. Robt. B. Smith will be in charge of plant operations and will make his headquarters here. He formerly was associated with the Staley Milling Co., Kansas City, in the feed buying and in the sales department. Previous to a period of war service he was with Shellabarger Mills, Salina, Kan. Francis A. Smith is associated with the Rickel Grain Co., Kansas City, and formerly was treasurer and ass't sec'y of the Millers National Federation, Chicago. Previously he had been sec'y-treasurer of the Shellabarger Mills, Salina. Mr. Rickel has been in the grain merchandising and country elevator business for many years, recently in Kansas City and previously at Salina.

KANSAS

Hutchinson, Kan.—The Kelly Milling Co. has resurfaced and repaired the bin walls and head house of its plant.

WE ARE BUYERS AND SELLERS OF
FIELD SEEDS
GEO. P. SEXAUER & SON
Brookings, So. Dak. Des Moines, Ia.

Cherrydale, Kan.—An electrical breakdown recently was the cause of a small loss at the Kansas Milling Co.'s plant.

Axtell, Kan.—The elevator, scale house, feed sheds and storage bins of the Norris Grain Co., have been given a coat of aluminum paint.

Hoisington, Kan.—Jim Barrett, operator of Jim Barrett Grain & Gas, is building an elevator, contract having been let to Chalmers & Borton.

Mile Post (Quindam p. o.), Kan.—The Ulysses (Kan.) Co-operative Oil & Supply Co., will build a 100,000-bu. elevator here this fall, contract having been let to Chalmers & Borton.—G. H.

Beardsley, Kan., Sept. 18.—Rawlings County harvested the largest crop of wheat in its history and is No. 1 in the yield per acre. Rain is badly needed for a good seed bed. Thousands of acres are being sown daily.—Beardsley Grain Co.

Hutchinson, Kan.—Fred I. Houser, 70, who was associated with the Kansas Grain Co., and the Wolcott-Lincoln Grain Co. here, died Sept. 11 at Grace hospital after a heart attack. He came to Hutchinson 9 years ago from Kansas City.—G. H.

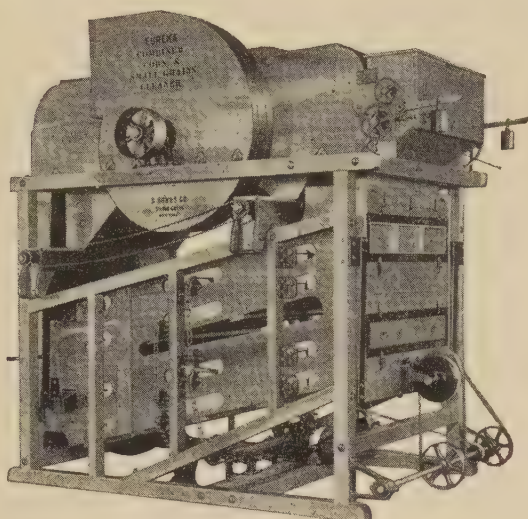
Hutchinson, Kan.—L. B. Young, 86, pioneer grain dealer, died in Los Angeles, Cal. Sept. 11, after an extended illness. He was born in Plymouth, Ill., and came to Hutchinson in 1884. At that time he and T. J. Templer established the Kansas City Grain & Livestock Co. Except for six years spent in Lyons where he headed the Lyons Flour Mills Co., he lived here until 1918 when he retired and moved to California.—G. H.

Clay Center, Kan.—Local business men are actively engaged in forming a company to manufacture livestock and poultry feeds. An option obtained on the old Marshall Feed Co. site where the feed plant burned several years ago includes the elevator on the west side of the road. In locating the plant there, it will not be necessary to build a molasses tank and several other facilities. Plans now are to have Will McKee as manager of the new firm, and his son, John McKee, will be sales manager. Both men were formerly connected with the Mid-Kansas Mill here, but have been with the Superior Milling Co., at Superior, Neb. more recently. Work will start on a building to house the feed manufacturing plant just as soon as the formation of the company is completed. The building, 20 x 110 ft., to be erected on the site of the old Marshall plant, will be of concrete block construction, part of it to be two stories high, with a basement. It is planned to have the plant in operation before Jan. 1.—G. H.



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Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses,
Fodder Seeds, Sudan Grass, Soy Beans, Cow Peas



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'Combination'

two Cleaners in one

Cleans Corn-or-Small Grains

Without Changing Screens

Erases delays, simplifies, quickens and cheapens cleaning. Eliminates cost of a second Cleaner—also a second Motor and Dust Collector—reduces installation expense, saves floor space, lowers labor's operative attention.

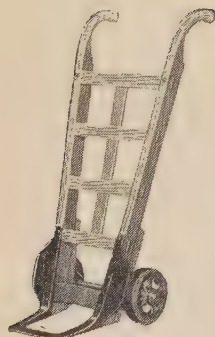
Ask for Bulletin J-164

A supertype, masterbuilt, 'double-duty' Cleaner. Seconds only required to adjust the two precision air-separation controls and set flowgate diverting corn to one set—or small grains to the other—of the two sets of large-area screens.

S. HOWES CO., Inc., Silver Creek, N. Y.

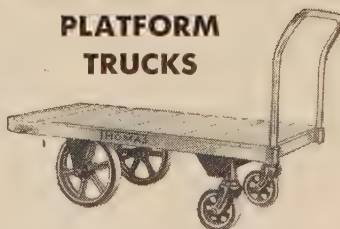
World's Oldest—Largest Cleaner Manufacturers

So Easy to Move with **SEEDBURO TRUCKS** ... 23 different models in stock



MINNEAPOLIS BAG TRUCKS

No. 25AR—Hardwood, reinforced with heavy steel straps, heavy wrought iron nose. Exceptional length of nose useful for bulky containers. Steel plate on nose prevents material being trucked from rubbing. Bent plow type handles. 48" handle, 9" nose, 7" wheel, roller bearing, rubber tired wheels.

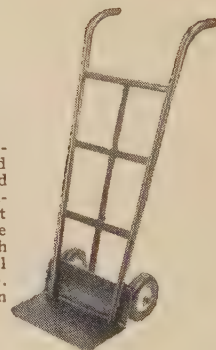


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Frames made of heavy hardwood plank stock, interlocked at corners. Heavy duty rubber wheels, or smooth semi-steel, all equipped with Hyatt roller bearings. Tailor made superstructure for your specific need.

ALL STEEL BAG TRUCK

No. 540-R—Made from tubular steel, welded, with solid pressed steel nose. Machined roller bearing wheels, cushion rubber tires, to protect load and floor and minimize shock. 46" handle length model, 7" nose and 6" wheel diameter (tread width 2"). Other sizes are available in the same popular style.



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SEEDBURO

EQUIPMENT COMPANY

720 CONVERSE BUILDING • CHICAGO 6, ILLINOIS

Hickok (Ulysses p. o.), Kan.—The Ulysses Co-operative Oil & Supply Co., will build a 100,000-bu. elevator here this fall, contract for its construction having been let to Chalmers & Borton, R. C. Harrison, manager of the company, announced.—G. H.

Hutchinson, Kan.—W. H. Myers, manager, Stayton & Myers Grain Co., Anson, Kan., and H. O. Wales, manager, Johnson Co-operative Grain Co., Johnson, Kan., are new members recently enrolled in the Kansas Grain, Feed & Seed Dealers Ass'n.—O. E. Case, sec'y.

McPherson, Kan.—Fire that started recently in the head house of the KBR Mill's elevator when a belt slipped and burned in two was extinguished with little damage resulting. It was the second time in recent months that the belt had caused a fire in the head house.—G. H.

Junction City, Kan.—Thos. Dixon, 81, who was a grain and livestock dealer here for 25 years before he moved to Kansas City, Mo., died at his home in that city Sept. 7 after an illness of six weeks. He was a salesman for the Charles Dixon Commission Co. 31 years before he became ill.—G. H.

Hays, Kan., Sept. 10.—The boxcar shortage remains so acute on the Union Pacific railroad in far Western Kansas and Eastern Colorado that farmers are trucking wheat to Hays from points as far away as McAlester, 200 miles distant. Millions of bushels of grain are reported still piled on the ground in the western counties.—P.

Manhattan, Kan.—Cereal chemists and members of wheat improvement associations met in annual meeting of the American Ass'n of Cereal Chemists at Kansas State College Sept. 20. Technical papers were read at the morning session by leaders in the industry and an interesting program was presented in the afternoon, Dean R. I. Throckmorton of the School of Agriculture welcoming the visitors.—G. H.

Wamego, Kan.—Fire completely destroyed the 30,000-bu. elevator owned by the Wamego Milling Co. Sept. 18. About 10,000 bus. of wheat and corn were destroyed. One carload of wheat was received on the day before the fire and placed in the elevator. The fire was discovered by Chester Cutright, elevator foreman, about 3 p.m. near the top of the elevator. Firemen saved the mill proper located near the elevator. The loss was covered by insurance. Harry L. Graham is manager.—G. H.

KENTUCKY

Elizabethtown, Ky.—Morrison Produce & Feed Co. opened for business Sept. 15. George Morrison is proprietor.

Eminence, Ky.—Arthur Blackaby, 60, for the past 25 years a prominent grain and feed merchant here, died unexpectedly Sept. 5.—L. B.

Tatham Springs, Ky.—The 90-year-old Tunnel Mill owned by Wilson Coulter burned to the ground together with over 3,000 bus. of wheat and a quantity of feeds and flour Aug. 29. Some feeds, flour and wheat were carried out before the building was engulfed in flames. Loss was estimated \$10,000. Some insurance was carried on both the mill and its contents. Mr. Coulter purchased the mill a few years ago from Carey & Kays.

Versailles, Ky.—Robert McConnell, Jr., 27, co-owner of a feed store here and county Farm Bureau president, was electrocuted here Aug. 17 by a telephone wire that came in contact with a power line.

LOUISIANA

Abbeville, La.—Farmers, in their rush to save their present rice crop brought so much rice to the market during the first part of September that a number of mills were not able to store the volume offered.—P.

Iota, La.—After a test run the rice drier of the American Rice Mill was put in operation Sept. 8 in one-half of the huge structure which is still under construction. H. G. Wade, Jr., operator of the drier, said that portion of the drier in operation would have approximately a 15,000-bbl. storage capacity in 24 bins.—P.

Crowley, La.—The first lot of Blue Rose rice to reach the local market sold Sept. 18 for \$10.14 per barrel, officials of the American Rice Growers Co-operative Ass'n, who made the sale on a sealed bid basis to the Imperial Mill, announced. Seven mills submitted bids on the 600-barrel lot. The rice was grown by the Leonard brothers of Crowley.—J. G.

MARYLAND

Centreville, Md.—The old Centreville grist mill, a four-story wooden structure situated at the old mill stream, was sold at public auction by the present owners, Mr. and Mrs. John L. Strickland, Sept. 16.—P.

Baltimore, Md.—Harold W. Boyd has been appointed manager of the grain department of E. H. Beer & Co., Inc. Mr. Boyd formerly was in the cash grain department for Cargill, Inc., at Minneapolis for 10 years and in 1936 joined the Bunge Corp. at Minneapolis, remaining with that company until a year ago when he became associated with C. F. Morriss of Charlotte, N. C., distributor of grain and feed ingredients. E. H. Beer & Co., Inc., operate the 4,000,000-bu. Baltimore & Ohio elevator here and do a general grain business.

MICHIGAN

Dundee, Mich.—Fire kindled by lightning caused a small loss at the Karner Bros.' elevator recently.

Olivet, Mich.—The Farmers Grain & Fuel Co., is making plans to improve its elevator to enable it to handle grain faster next year.

Ithaca, Mich.—The Ithaca Roller Mills' plant was damaged by fire Aug. 5, the flames were confined to the cupola but water loss to grain was heavy. Roland Crawford, president and manager of the elevator company, stated grain would continue to be accepted at the local mill.

Blissfield, Mich.—The Piel Alfalfa Mill's 80 x 150 ft. hay storage warehouse east of here near the New York Central tracks was destroyed by fire recently, together with its contents of about 500 tons of baled hay, the loss estimated at about \$15,000 by Fred Piel, owner and operator. The blaze is believed to have started from spontaneous combustion. A railway freight car standing on a nearby siding was pulled to safety but a truck trailer near the building was crushed by a falling wall.

Frankenmuth, Mich.—Jacob Rummel, 76, manager of Star of the West Milling Co. since 1903, died Aug. 29, after an illness of three weeks. He was widely known thruout the milling and elevator industry having been associated with the grain business since 1887 when he started as an apprentice with the Star of the West Milling Co.

MINNESOTA

Alden, Minn.—The Speltz Grain & Coal Co. is installing a grain drier of 4,000 bus. a day capacity.

Askov, Minn.—A water meter in a warehouse owned by A. Henrickson was damaged by lightning recently.

St. Paul, Minn.—The mill plant of the International Milling Co. was damaged slightly by recent high winds.

St. Charles, Minn.—Nels Jordal and Edwin Schultz have opened a new feed Mill and grinding and mixing plant here.

Kerkhoven, Minn.—The Farmers Elvtr. Co., sustained a small loss to building and stock from a fire that started in an elevator leg Sept. 6.

Redwood Falls, Minn.—E. A. Schulz, manager of the Eagle Roller Mills' elevator here for 21 years, retired recently from active business.

Hastings, Minn.—F. W. Stokes, 75, manager of the Farmers Elvtr Co.'s elevator for 35 years, died Aug. 29, after an illness of several months.

Glencoe, Minn.—Lawrence and Verda Wolf have sold the elevator operated as the Wolf Elevator to Martin Ernst who took possession Sept. 8.

Minneota, Minn.—The Eagle Roller Mill Co. is repairing its elevator and enlarging its office. A new mill will be installed at the elevator this fall.

Adrian, Minn.—The Hubbard & Palmer Co.'s elevator has been repaired; the scale deck has been refloored; the foundation walls repaired and the pit has been relined.

Mabel, Minn.—Oscar C. Wold has purchased the Mabel Elvtr. Co.'s elevator from Bill Niedfeldt. He also purchased the Niedfeldt residence and will move his family there.

Warroad, Minn.—The Marvin Lumber & Cedar Co., sustained a small property damage loss on Sept. 6 when the brakes of a tractor let loose and the machine went thru the elevator door.

Marshall, Minn.—A. C. Perkins, a grain buyer, was killed and Leo Eve, also of Marshall, who was riding with him, was seriously injured when their auto collided with another at an intersection near Mountain Lake recently.

Hazel Run, Minn.—The Hazel Run Produce Co.'s elevator, closed for several months following a fire that badly damaged the structure, is receiving grain once more altho all work on the elevator has not been completed. Ray Chadwell is manager.

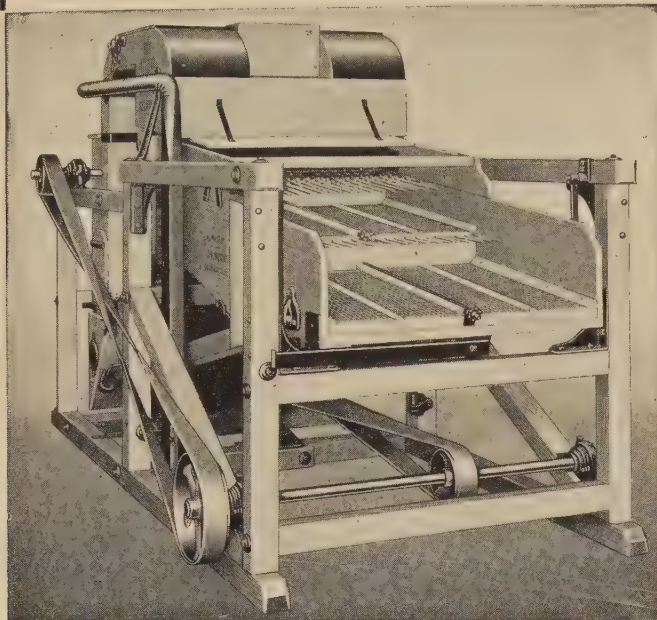
Adrian, Minn.—The Adrian Farmers Elvtr. Co., has been sold to Adrian Co-operative Elevator, newly formed association. Possession will be given Oct. 1. Officers of the new company are Edw. T. Cox, pres.; Martin Elias, vice-pres.; Leonard Mauch, Peter S. Egbarth, Cyril Thier, Albert Schultz and Dr. H. A. Knoche, directors. Present employees will be retained. Anton Reckers is manager.

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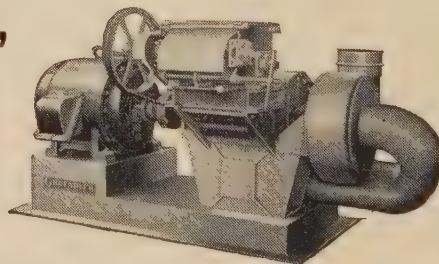
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GRUENDLER

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Starbuck, Minn.—Melvin L. Hanse sold his two local elevators to Wesley Johnson, Starbuck, Waldo Johnson, New London, and Floyd Johnson of Morris, brothers, who have taken possession.

Storden, Minn.—The elevator built by the American Grain Co. of Minneapolis at Jeffers in 1899 has been moved by the Fraser-Smith Co., who purchased the house, to a site here and will be operated by O. C. Lande as a unit in connection with their local elevator.

Regal, Minn.—H. C. Weidner has sold his elevator and coal business to Wm. E. Kage of Chamberlain, S. D., who has taken possession. Mr. Kage plans to remodel the elevator. Mr. Weidner took over the plant from his father in 1924 and has operated since until the sale.

Spring Valley, Minn.—The elevator owned and operated by Henry Stephensen was destroyed by fire that spread to the 50 ft. high, 30 ft. sq. structure from a burning rubbish pile near by. An adjoining office building and a coal shed also burned. Mr. Stephensen suffered a slight burn on the arm when he attempted to use a fire extinguisher on the blaze.

Hubbard, Minn.—Vernard E. Lundin has been appointed sales manager of the feed division of the Hubbard Milling Co. of Mankato, Minn., it has just been announced here by C. B. MacLeod, president of the firm. He succeeds Ben W. Rieke, who resigned to enter business on his own account at Waseca, Minn. Lundin has been associated with the company for six years as advertising manager and head of sales promotion.—P.

Grand Meadow, Minn.—The Farmers Grain Co. will build a warehouse adjoining its elevator. It has completed construction of its coal bins, the first step in the \$60,000 building project. Following completion of the warehouse the 100 ft. mill house will be built. In it will be installed two grinders, two feed mixers, a corn sheller, corn cracker and grader and 12 bins. The mill floor is planned for 32 x 24 ft. It is hoped to have it completed by December, following which a 30,000-bu. elevator will be constructed, to cost about \$30,000. Henry Olson has the contract.

St. Paul, Minn.—A friendly, voluntary way out of the dispute between railroads, motor trucks and country elevators over the hauling of grain to market was signed Sept. 9 by members of the Railroad & Warehouse Commission and railway attorneys. An effort to bring about voluntary settlement was launched as the 11 railroads put witnesses on the stand in the Commission's hearing on order to show cause why the rails should not permit motor trucks to cross their right-of-way to load grain at country elevators. As each railroad representative took the stand, Commissioner Ray P. Chase obtained from him a statement for the record that he agreed to permit trucks on rail property if the roads were unable to furnish boxcars for blocked grain elevators. The provision was made that trucks would be permitted on railroad right-of-way under proper supervision and safeguards to prevent damage to rail property. Chase explained his motive as an attempt to obviate the necessity of a formal commission order compelling the railroads to take such action.—P.

Kandiyohi, Minn.—Levi Lund recently retired as manager of the Farmers Union Elvtr. Co. and will reside in Litchfield. A farewell party was held in honor of Mr. and Mrs. Lund the evening of Sept. 14. George McNally has succeeded him as manager of the elevator.

Redwood Falls, Minn.—S. L. Park of Redwood Falls, nominated by the Redwood Falls Farmers Elvtr. Co., has been appointed to the newly organized Archer-Daniels-Midland Co.'s consumer panel. Shreve M. Archer, president of the Archer-Daniels-Midland Co., stated purpose of the panel is to act as a consultant on questions of farm interest covering all sections of the eight states midwestern territory in the interest of improving the science of agriculture.

MINNEAPOLIS NOTES

Effective at the opening of the market Sept. 13, and continuing until further notice, the following margin requirements were in effect, pursuant to the provisions of Sec. 925 of the Rules of the Minneapolis Grain Exchange, following adoption by the Board of Directors of the Exchange on Sept. 12 of resolution on same: The minimum initial margins in all new transactions in grain for future delivery in this market, excepting hedging or spreading transactions, shall be as follows: 50c per bu. on wheat and durum, rye, corn, barley; 20c per bu. on oats. It further ordered that margins in all such transactions shall be maintained in the following amounts as a minimum: 20c per bu. on wheat and durum; 30c per bu. on rye, corn and barley; 12c per bu. on oats. The margins on spreading and

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There's no need to turn away grain this year because of high moisture content. With a Goodyer-Fraser Air-O-Drier you can handle wet corn and other grains—reducing moisture content quickly and safely for permanent storage.

The Goodyer-Fraser Air-O-Drier is an indirect heat drier. The gases of combustion are not used as the drying medium so

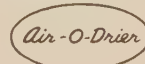
there is no danger of contamination from those gases. Fresh heated air contacts the corn or other grain uniformly throughout its travel through the drier, the grain being kept in constant suspension in order that perfect aeration can take place.

The Goodyer-Fraser Air-O-Drier is fully automatic. It operates well within the maximum temperature limitations of 200 to 250 degrees F. required for absolute safety in operation and efficient drying of corn and other grains without parching.

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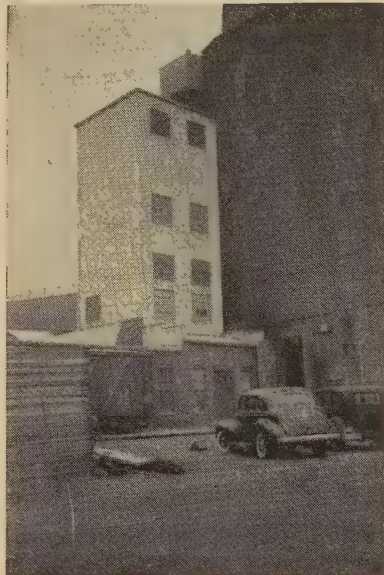
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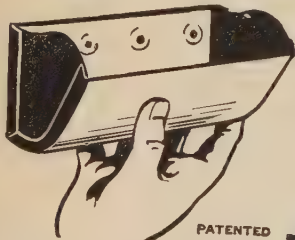
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hedging transactions shall be the requirements of the Minneapolis Grain Clearing Corp. as a minimum.

Samuel O. Blair, who was prominent here for many years in the feed business, died recently after a long illness.

Harry L. Reinshagen, manager of the Cereal By-Products Co.'s Minneapolis office, died Aug. 3, after a brief illness.

Walter R. Scott, executive vice-president of the Kansas City Board of Trade, was host at a luncheon at the Hotel Continental Sept. 4 in honor of J. A. Higgons, Jr. executive vice-president of the National Ass'n of Commodity Exchanges and Allied Trades, Inc. Mr. Higgons told of the activities of the organization, including the recent forum in New York on the functions of commodity exchanges. Mr. Scott is president of the association.

Mary Jane Heffelfinger, daughter of Mr. and Mrs. F. Peavey Heffelfinger, was married Sept. 6 at Frankfurt-am-Main, Germany, to Richard S. Clark, chief of the United Press Bureau for central Europe, with headquarters in Prague, Czechoslovakia. Mr. Heffelfinger is the vice-president of the Van Dusen-Harrington Co., and president of the Grain & Feed Dealers National Ass'n. Mr. and Mrs. Heffelfinger accompanied their daughter to Europe. Mr. Heffelfinger soon will return to Minneapolis, Mrs. Heffelfinger remaining for a tour thru Switzerland, France and England before returning. The newly married couple will reside in Prague.

MISSOURI

Perryville, Mo.—Several buildings in the rear of the Perry County Mill burned Aug. 31, but the 4-story mill building was not damaged.—P.

Nashua, Mo.—Mr. and Mrs. L. S. Ervin of near Independence have bought the old Dutch Mill from George Carr and are operating the business.

Warrensburg, Mo.—A new feed mill and storage bin will replace the west elevator of the Inness Elevator Mills which now is being dismantled and overhauled. Richard Inness, one of the owners, said the present reconstruction is part of a plan for complete replacement of all the present buildings. When finished the plant will have 100,000 bus. grain storage capacity.

KANSAS CITY NOTES

Directors of the Kansas City Board of Trade raised margin requirements on wheat and corn from 35c to 45c; grain sorghums to 20 per cent of their value from 15 per cent. New margins were effective Sept. 13.

Ace R. Cory and James E. Whitacre have been elected to membership in the Kansas City Board of Trade.

Goffe & Carkener, Inc., have appointed B. N. Wilcox to its grain merchandising department. He recently resigned from the grain department of Standard Milling Co. to accept the new position.

Glen Y. Yancey, recently of Wichita, Kan., identified with the grain business since 1916, is now associated here with the Mensendieck Grain Co. Mr. Yancey formerly was connected with the grain industry at St. Joseph and for several years was the youngest member of the St. Joseph Grain Exchange. He became a member of the Wichita Board of Trade in 1925, and recently was admitted to membership in the Kansas City Board of Trade.—P.

to Kansas City in 1911 as the representative of a St. Louis manufacturing firm. In 1914 he joined Dyer & Co.—G. H.

The Grain Clearing Co. of the Kansas City Board of Trade announced that effective at noon Sept. 11 it would require a margin of 15c per bushel on new open wheat and corn contracts, to be maintained. The charge represents advances of 3c on wheat and 5c on corn.

Many stock and grainmen will join with other business men in a five-day tour of the Kansas wheat belt late this month. The 1,064-mile trip will be made in air conditioned buses and will include Manhattan, Salina, Minneapolis, Concordia, Phillipsburg, Norton, Colby, Garden City, Dodge City, Great Bend, Hutchinson, Newton and Emporia.—P.

Kansas City, Kan.—Dennis B. Tilson, 62, president since 1918 of Dyer & Co., feed and grain firm, died Sept. 7 at his home. He had been ill of a heart ailment for three months. Mr. Tilson was a past president of the Kansas City Hay Dealers Ass'n and the National Hay Ass'n. He was born in Asheville, N. C., and attended Mars Hill College, of which his father was president. He was graduated from Yale in 1908, and after graduation moved to Omaha and became a hay and feed salesman. He moved

NEBRASKA

Hemingford, Neb.—The Farmers Cooperative Elevator Co.'s new elevator, recently completed, is in full operation.

Morrill, Neb.—The Brown Bean Co. recently installed a battery of new electric eye sorters, bringing to 60 the total of these new machines in the plant.

Daykin, Neb.—The grain bins for the new Farmers Elevator are completed and work has started on the office. Installation of machinery is to be completed within two months it is planned. The elevator is 116 ft. high.

Omaha, Neb.—The Omaha Dock Board will ask the advice of an Omaha Grain Exchange Committee in building grain facilities at the proposed Municipal Dock on the Missouri River. The Grain Exchange Committee also would be expected to consult with the board on operation of the grain facilities.

Auburn, Neb.—Harry Francis recently resigned as manager of the Uhlman Grain Co. and is retiring temporarily from the grain purchasing business in which he has been engaged for 25 years. William Anderson, who has been grain buyer for the firm at Nemaha, has been appointed to succeed him here.

Swanton, Neb., Sept. 18.—Our crop is damaged about 60 per cent by the wet spring and dry hot summer.—Swanton Farmers Elevator Co., Rex Peters, manager.

Alliance, Neb.—The Burlington track crews are constructing a spur from the railroad's main line to the new Erhart bean elevator on the east side of town. It will facilitate the company's handling of the bean harvest in Box Butte County.

Omaha, Neb.—D. Clay Cook has been appointed western manager in charge of the Omaha office of the Grain Dealers' National Mutual Fire Insurance Co., Indianapolis. He succeeds A. M. Faupell who was transferred to Pacific coast territory. Mr. Cook came here from Buffalo.

Auburn, Neb.—Ivan Erisman is new manager of the Auburn Dehydration plant, succeeding Wallace Price who plans to move to the west coast. Mr. Erisman has been manager of the Standard Firestone store.

Superior, Neb.—John W. McKee has resigned as manager of the Superior Milling Co.'s mill and will return to Clay Center, Kan., where he will enter business with his father, J. W. McKee, Sr. S. Dean Evans is temporary manager of the local plant.

Weston, Neb.—Fire in a cylinder at the Weston Alfalfa Milling Co.'s plant was extinguished with little damage resulting. The fire started when the chain that turns the rotating cylinder in which corn was being dried, broke and the heat inside the cylinder set fire to the corn.



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If you haven't tried TETRAFUME, you cannot know the results that are yours for the asking.

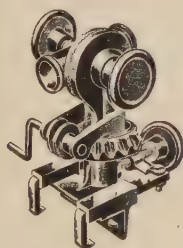
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Guaranteed the BEST
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No. 2 for 7-8 & 9"
Spouts.
\$20.00

Immediate delivery

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Lincoln, Neb.—Construction of the University of Nebraska Swine Industry Building has started on the University Agronomy Farm northeast of here. The central building will be 100x30 ft., and will house an elevator, feed storage space, living quarters for research assistants, class room and laboratory.

Creston, Neb.—The Farmers Lumber & Grain Co. will rebuild its elevator that burned recently. The new elevator, however, will be constructed on a site across the road from the old house, according to present plans. Most of the corn has been hauled away and the wreckage of the burned structure is being removed.

NEW YORK

Buffalo, N. Y.—A thoro investigation of factors leading to the threatened downfall of the Port of Buffalo as the world's greatest grain trans-shipping center, will be launched by Assemblyman Gerald F. Sullivan. The Chamber of Commerce also has launched an inquiry into drop of grain receipts here. Grain elevator interests who are entering the fall season with scarcely enough grain in storage to pay costs of operating their properties, are to be asked their views about the trends that are affecting the activity in the port. Flour milling interests also are expected to be consulted. Executive Vice Pres. Chas. C. Fichter of the Chamber of Commerce said

every angle of the grain picture as it affects Buffalo will be studied.—T.

Brockport, N. Y.—Stock of George S. Terry was damaged in a fire here recently.

Buffalo, N. Y.—The Buffalo Corn Exchange has appointed Lester J. Dorr of Richmond, Va., as traffic commissioner. Mr. Dorr formerly was traffic director for the New York State Dept. of Agriculture.—T.

New York, N. Y.—The British Columbia Peat Co., Ltd., of Vancouver and Ladner, B. C., has purchased Atkins & Durbrow, Inc., New York, and all its associated firms. W. B. Milner is president of the British Columbia firm, and S. T. Fraser is managing director. John Mecking, Chicago, has announced his resignation as president of Atkins & Durbrow, Inc., to form his own business.

Kenmore, N. Y.—An explosion in a dust collector bin at the Eastern States Milling Corp.'s plant rocked the Town of Tonawanda-Kenmore area about 12:45 the morning of Sept. 10. The bin in which the blast occurred is outside the plant and on its east side. Fire that followed the explosion was extinguished quickly. Approximately 200 men working in the mill at the time were uninjured.—T.

Buffalo, N. Y.—As a result of dwindling grain receipts Cargill, Inc., announced the closing of one of its elevators, the Electric Elevator, at the foot of Charles St. The elevator, with a storage capacity of 7,000,000 bus. is the fourth shut down this season. "The grain movement to Buffalo is so negligible that we no longer find it necessary to keep the Electric Elevator in operation" Maitland D. Wyard, Cargill manager, stated. About 35 men were effected directly by the closing. The company continues operation of the 3,250,000-bu. Superior Elevator. Other elevators closed were Great Eastern, Connecting Terminal and Monarch.—T.

Columbus Believed In Curves

AND DISCOVERED A NEW WORLD

Elevator operators are discovering that the elevator cup with the Logarithmic Curve provides far greater capacity, permits a far wider range of speed than old style buckets ever could. Are discovering that the

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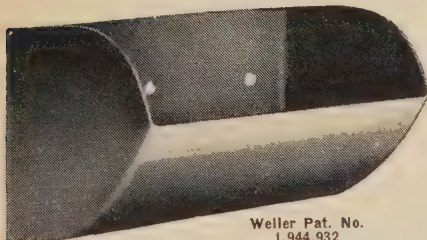
abolishes backlegging . . . that super capacity loads scooped up with a clean sweep in elevator boot are completely discharged at the proper time, in the proper place at the elevator head.

You can take this Elevator Operator's word for it when he says: "Replacing old style buckets with the Calumet proved a profitable adventure with us. No more long line of waiting trucks and peeved customers during peak season."

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If you use grain fumigants very much, you eventually learn that, even before considering effectiveness and cost, you should decide whether a product is **SAFE**. This means:



- Free from hazard to life or health.
- Free from inflammability.
- Free from explosiveness.
- Free from adverse effect on grain.

If a product doesn't meet these tests, its effectiveness or low cost is unimportant.

THE Weevil-Cide COMPANY
THE DEPENDABLE GRAIN FUMIGANT
1110 HICKORY STREET
KANSAS CITY, MO.

NORTH DAKOTA

Garrison, N. D.—A feature of the Jaycee Fall Frolic held here Sept. 19 was a grain and feed show.

Rhame, N. D.—Chas. Engesser has succeeded R. Carew as manager of the Farmers Equity Union's elevator.

Sherwood, N. D.—The new 100,000-bu. Farmers Union elevator is receiving grain, W. G. Abrahamson, manager, announced.

Seranton, N. D.—R. Carew, formerly manager of Farmers Equity Union's elevator at Rhame, is new manager of the Dilse Elevator.

Maza, N. D.—Jerry Gray of Sarles has been named manager of the Tri County Grain Co. John Gvesrude of Sarles will be second man.

Grand Forks, N. D.—George A. Beachem, 76, who traveled thru North Dakota for many years as representative of the Russell Miller Milling Co., died at his home here recently.



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Reeder, N. D.—The Osborne-McMillan Elvtr. Co.'s elevator was destroyed by fire Sept. 2. The structure was filled with newly harvested grain.

Flaxton, N. D.—The Flaxton Grain Co.'s elevator, closed since last June while extensive repairs and improvements were being made, has reopened for business.

Lankin, N. D.—Frank Votava, manager of Osborne-McMillan Elvtr. Co.'s elevator, recently suffered a stroke and is unable to carry on his duties at the elevator. His son, Stanley, of Fordville, has been assisting with the work at the elevator, Frank Votava, Jr., having been placed in charge of the business after his father's illness, and needing further help because of heavy grain shipments.

OHIO

Columbus, O.—Chas. Miller Johnston, 51, central Ohio manager for Allied Mills, Inc., Chicago, died Aug. 30 after a short illness.

Metamora, O.—Sam Rice, Rice Grain Co., Toledo, ex-president of the Toledo Board of Trade and of the Grain & Feed Dealers National Ass'n, was given a surprise party at his home here Sept. 6 commemorating his 60th birthday anniversary. He was presented a gold wrist watch by members of the Board of Trade.

Holgate, O.—In the fire that destroyed the main portion of the elevator and the seed house of the Holgate Grain & Supply Ass'n's plant early Aug. 28, the feed grinding building, the office and another storage building were saved. The company plans construction of a larger elevator on a location at the edge of town.

Cleveland, O.—Paul E. Sprague, vice-president of the Glidden Co., has been appointed assistant to Dwight P. Joyce, president of the company.

Canton, O.—Graber Mills, Inc., has been incorporated with \$250,000 in \$100 par stock by Henry D., Jennie S., Robert L. and Dorothy E. Graber. The corporation will take over operation of the concern at 802 Navarre Rd., SW, which has been operated as a partnership. No changes are planned at present.

Lewisburg, O.—The Preble County Farm Bureau Co-op. Ass'n is installing a new Hess Drier at its elevator. A concrete stave structure will be erected to house the drier, to be built by Neff & Fry Co. An addition to the present plant is being built, to house new grinding and mixing equipment and provide grain storage space. Hosea Co. has this contract. Total cost of the entire improvement program will be about \$55,000.

OKLAHOMA

Yewad (Lambert p. o.), Okla.—J. H. McCrady, local elevator owner and operator, died in a Wichita, Kan., hospital Sept. 4, following a heart attack suffered three weeks before.

Mangum, Okla.—We plan further plant installations and altering of buildings to enable further increase of production, both in the seed department and the mixed feed division. Mangum and Greer County generally has completed harvesting a very fine crop of wheat, both for yield and quality. The harvesting of alfalfa seed, on now, is turning out a large yield; the county bids fair to produce 50 per cent more seed than

last year; the quality is good.—Mangum Mill & Elvtr. Co., Chas. A. McDonald, Mgr.

Tonkawa, Okla.—The Continental Grain Co. has announced plans for the construction of a 40,000-bu. grain elevator here, of wood with adequate loading and unloading facilities, to cost about \$40,000. Contract was awarded to the Roberts Const. Co.

Enid, Okla.—Harold Goodholm and Lucian Maund have divided their interest in the Goodholm-Maund Grain Co. Mr. Goodholm has taken over the Oklahoma properties and Mr. Maund assumes the ownership of the mill and elevator at Dublin, Tex.

Muskogee, Okla.—The Merit Feed Mills, Oklahoma City, has purchased the feed plant of Hogan's, Inc., extending the company's sales territory across Oklahoma and Texas and over the borders into Arkansas and New Mexico. C. L. Allen, Oklahoma City, will be transferred here to manage the mill, which employs 20 persons. A. G. Hammond, general manager, stated acquisition of the local plant will increase the Merit Mills' capacity by one third. Other company plants are at Amarillo, Tex., and Sayre, Okla.

PACIFIC NORTHWEST

Sheridan, Ore.—The Sheridan Grain Co. has changed from a stock co-operative to a membership co-operative. At a recent meeting Joe Duerst was re-elected president.—F. H.

Malin, Ore.—The 80-ft. high feed mill built here in 1917 by Mayor A. Kalina has been sold to Adams & Johnson, seed wholesalers, of Redmond, Ore., and is being moved to a coast location.—F. H.

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CHICAGO

Pendleton, Ore.—Two possible projects which the new state wheat tax might help finance were listed by Ed J. Bell, administrator of the state wheat commission. Bell emphasized, however, that the funds would not be committed until growers are consulted at a series of county meetings this fall. The half-cent tax is to be used for improving production and marketing of Oregon wheat. Bell mentioned as possibilities a Northwest wheat quality laboratory which probably would be located at Washington State college. The college already has appropriated some funds for it. Another project is the National Millers' Ass'n program for increasing consumption of wheat products.—F. H.

PENNSYLVANIA

Timblin, Pa.—Lightning was the cause of a small fire loss at the Snyder Milling Co.'s plant recently.

Wellsboro, Pa.—Bates & Allen sustained a small loss on Sept. 1 from fire that resulted from spontaneous combustion in corn distillers grains.

Pittsburgh, Pa.—Jesse C. Stewart Co., manufacturers of Red Letter Feeds, announces that Ray A. Conolly is now in charge of their feed formulation and advertising. Mr. Conolly, formerly connected with Michigan State College in poultry research and extension, was in charge of poultry improvement in the State of Michigan for many years. Of late, he has devoted full time to poultry and agricultural advertising, having recently been with Campbell-Sanford Advertising Co. of Cleveland, O. Jesse C. Stewart, company president, stated Mr. Conolly's appointment is in line with a general expansion program planned for the next few years. During the past year an addition which doubled the grain storage and improved unloading and loading facilities for both cars and trucks was made. A new Randolph Grain Drier also was installed.

SOUTH DAKOTA

Sioux Falls, S. D.—The Rushmore Feed Plant held its grand opening Sept. 15.

Huron, S. D.—The Farmers Elvtr. Ass'n of South Dakota will hold its 1947 convention here, at the Marvin Hughitt Hotel, Dec. 15 and 16.

Canova, S. D.—The Farmer Elevator Co.'s new elevator is completed and all machinery installed except a hoist. Buying of grain will start at once upon its arrival and installation.

Sioux Falls, S. D.—Batcheller's Rushmore Feed Plant held open house recently to celebrate the completion of a 40x150 ft. brick addition and other improvements the company has made to its property. The firm's office, maintenance shops and storage space are on the first floor; a second floor 35x100 ft., will be used for seed storage. The company will process heavy molasses feeds, previously shipped in from other states.

SOUTH EAST

Orange City, Fla.—Peter W. Goodsell, 68, retired grain and feed merchant, died here Sept. 3.—P.

Richmond, Va.—W. W. Chewning recently was elected president of the Richmond Grain Exchange, succeeding I. L. Sutherland. F. H. Boehling was named vice-president; W. D. Saunders sec'y-treasurer, and E. M. Epps, Jr., chairman of the executive committee.

Sanford, N. C.—Plans are already underway for construction of a modern feed mill on the site of the Sanford Milling Co.'s plant that burned Sept. 4. Robert M. and Blanton A. Hartness, partners in the milling company, will resume operations at the Vance Mills at Henderson, N. C. which they purchased Sept. 9.—B.

State College, Miss.—Oat and grain producers of Humphreys County recently organized the Farmers Elvtr. & Supply Co., a co-operative, and constructed a 100,000-bu. capacity grain elevator and warehouse. The farmers were assisted in the undertaking by the Extension Service and a grant from the State Marketing Commission.

Henderson, N. C.—Robert M. and Blanton A. Hartness, owners and operators of the Sanford (N. C.) Milling Co. whose plant was destroyed by fire Sept. 4, have purchased the Vance Mills. Purchase of the local plant was decided upon when it was learned new equipment and machinery for a new plant to replace the burned mill could not be obtained at once. Purchase of the Vance Mills will permit the Sanford Milling Co. to resume operations with the shortest possible interruption.—B.

TENNESSEE

Newbern, Tenn.—G. Tom Taylor, owner of the Newbern Grain Co., has installed machinery to handle soybeans.—P.

TEXAS

Austin, Tex., Sept. 16.—Millions of bushels of Texas wheat are now piling up in storage bins in the North Plains area awaiting higher prices and lower income taxes. Some operators expect wheat to bring \$3 a bushel as the United States makes further commitments to feed the world. Others believe lower income taxes are slated for next year.—H. N.

Long Mott, Tex.—The Jenkins Bros. grain drier plant was purchased recently by the Southern Warehouse Corp. of Houston. Sale price was reportedly more than \$250,000. Megs and Wallace Jenkins, brothers, recently completed erection of the plant at a reported cost of between \$125,000 and \$150,000. Temporary manager of the plant is Ben Maxwell.—H. N.

Pearland, Tex.—The American Rice Growers Co-operative Ass'n held open house Sept. 13 at its new \$325,000 modern rice drying and seed cleaning plant. Five hundred growers and their families attended the program which began at 5 p. m. A barbecue dinner was served, and special arrangements had been made to entertain the children. J. F. Collier, comptroller of the association, stated. The plant occupies part of a 13.5-acre site; it has a drying capacity of 54,000 bbls. daily, bulk storage capacity of 40,000 bbls. and a one-story 80 x 400 ft. corrugated warehouse with a capacity of 85,000 bbls. The warehouse has three coats of asphalt paint to protect it from weather permanently. The plant processed its first rice in a trial run Aug. 29.—P.

Amarillo, Tex.—A new 250,000-bu. concrete grain elevator for J. H. Gruver & Son is near completion and operation is scheduled to begin early in October. It will more than triple grain storage facilities here.—H. N.

Austin, Tex.—The J. B. Graham Grain Co., Inc., was granted a 50-year charter recently. The company is incorporated with a capital stock of \$5,000, by J. B. Graham, L. E. Deacon and W. Floyd Deacon.—H. N.

WISCONSIN

Burlington, Wis.—The Glenayre Feeds, Inc., opened a poultry feed and supply store in the Edwin J. Boyle building.

Barron, Wis.—The \$100,000 feed mill and warehouse of the Barron County Farmers Union Co-operative, which has been under construction the past summer, is nearing completion. The main part of the building is now in use.

MILWAUKEE NOTES

Two thousand bus. of grain were destroyed by fire at the Froedtert Grain & Malting Co.'s plant Sept. 7 when sparks from a motor ignited a conveyor belt. The fire spread to a hopper containing the grain.

James A. Madden, Chicago, formerly sec'y of the Southern Minnesota Mills Ass'n, has been appointed manager of the transportation department of the Milwaukee Grain Exchange, succeeding A. A. Wuchterl, who resigned to join the Milwaukee Feed & Grain Co.

Froedtert Grain & Malting Co., Inc., reported that dollar sales and volume and net earnings, as well as net working capital, were the largest in the company's history at the close of the fiscal year ended July 31. Net income after taxes was \$1,286,073, equivalent to \$1.41 a share, and was \$200,084 greater than for the preceding year. Dollar sales volume rose to \$29,154,320. Kurtis R. Froedtert, president and chairman of the board, stated that removal of government restrictions on the use of malt had resulted in a sharp increase in demand. He announced that stockholders were being requested at the annual meeting Oct. 14 to approve an increase of \$500,000 par value in the company's authorized \$2.20 cumulative preferred stock.

August Receipts and Shipments

Receipts and shipments at the various markets listed during August, 1947, compared with August, 1946, in bushels, were:

	WHEAT			
	Receipts	Shipments	Receipts	Shipments
	1947	1946	1947	1946
Ft. William	10,064,314	9,235,103	8,885,659	7,855,282
Memphis	306,000	32,000		
Minneapolis	11,816,700	11,104,400	4,023,900	3,891,300
New Orleans	98,772	349,454	129,270	2,214,014
New York	1,056,098	39,058	498,000	16,000
Toledo	11,030,250	4,519,800	2,593,935	1,880,200
	CORN			
	Receipts	Shipments	Receipts	Shipments
Ft. William	.....	.....	2,264	2,965
Memphis	109,200	76,800		
Minneapolis	902,700	436,900	1,028,500	647,700
New Orleans	158,491	.....	148,529	72,285
New York	3,600	15,061	8,000	.....
Toledo	246,500	229,500	93,500	102,400
	OATS			
	Receipts	Shipments	Receipts	Shipments
Ft. William	3,738,787	7,511,022	4,078,903	6,446,545
Memphis	207,000	289,500		
Minneapolis	10,110,000	10,105,000	4,555,000	7,955,000
New Orleans	.....	74,737	56,831	130,203
New York	81,953	132,700	157,000	112,000
Toledo	260,000	1,430,000	232,500	884,100
	BARLEY			
	Receipts	Shipments	Receipts	Shipments
Ft. William	2,430,025	4,715,059	2,284,012	2,634,748
Minneapolis	18,597,200	14,880,800	7,005,300	6,420,100
New York	1,500	.....	1,000	.....
Toledo	41,600	68,800	3,200	1,500

New York Seed Ass'n to Meet

A full day's session is planned, beginning at 10:00 A. M. and closing with a banquet on Oct. 6 for the 1947 convention of the New York State Seed Ass'n at the Rochester Hotel, Rochester, N. Y., according to a recent announcement by Holmes Bloomer, pres. of the organization. The convention will be addressed by several distinguished speakers who will talk on matters that are important to the seed trade.

Wisconsin Seed Dealers to Meet

When members of the Wisconsin Seed Dealers Ass'n meet on Oct. 3, at the Park Hotel at Madison, Wis., they will be addressed by J. M. Anderson, who will speak on "A Look into the Future for the Retail Seed Dealer" Dr. J. R. Holbert, pres. of the American Seed Trade Association also will speak. His topic is "What's Ahead for Improvement in Farm Crop Seeds."

After luncheon the seedsmen will visit the university experimental farm for a tour conducted by N. P. Neal, professor of agronomy. This tour will include examination of corn plots treated with 2, 4-D and a talk by Dr. K. P. Buchholtz on the effects of this chemical. Discussion of hybrid corn supplies will be given by Professor A. H. Wright. R. E. Hoppe, corn pathologist, USDA, will tell about seed treatment on corn and other grains. Examination of hybrid corn plots will conclude the field trip.

Fire Prevention Week

The week of Oct. 5 thru 11 has been proclaimed in most states as Fire Prevention Week, a week during which an organized campaign should be conducted in every community, however small, to impress citizens with their personal responsibility to prevent fire. The great majority of fires, and much of the loss of life, are due to such causes as careless smoking habits, rubbish and litter, carelessness with gasoline and kerosene, worn or makeshift electric wiring, unsafe heating equipment and defective flues. In these times of material shortages and high cost, it is imperative that everyone strive to conserve property, not waste it, and to do everything possible to avoid the misery and devastation which is caused by fire.

The Fire Protection Institute has listed hints for the preparation for fire. Included among them are: know where the nearest fire box is located; learn how to operate fire extinguishers; conduct frequent fire drills; recognize and remove fire hazards and most important of all be on the alert for fire.

Freight Cars on Order

All railroads and private carlines had 114,230 new freight cars on order on Sept. 1 according to an announcement by the Ass'n of American Railroads on Sept. 23. The number on order on Aug. 1, was 118, 117. New freight cars on order by Class I railroads on Sept. 1 included 47,432 box cars of which 44,273 were plain and ventilated and 3,159 automobile box cars. Class I railroads also had 851 locomotives on order compared with 556 on the same day in 1946.

Aluminum Dust Explosion

St. Louis, Mo.—An explosion of aluminum dust occurred Sept. 8 on the second floor of the plant of the Williams Crusher & Pulverizer Co. when Lee Ashley, doing testing, turned the power on a machine for grinding aluminum dust and the current on a wall fan.

He was burned on the head, back and right arm. A spark from the fan is supposed to have ignited the dust.

November Grain Export Allocations

Grain export quotas for November announced Sept. 17 by the USDA total 788, long tons of wheat, flour in wheat equivalent, and grain sorghums. The November figure compares with the October export quota of 1,213,400 long tons. France is scheduled to receive 102,0 thousand long tons while the United States-United Kingdom joint occupation zone in Germany is to receive 127.5 thousand long tons.

Government Crop Report

A cut of 33,000,000 bus. since mid-August, announced in the USDA latest crop report as of Sept. 1, bears out the gloomy predictions for a short corn crop. The prediction placed the expected outturn at 2,403,913,000 bus., the lowest since 1936, and also recorded a 19,000,000 bus. decline to 1,408,602,000 bus. in the record wheat crop.

The estimated production of corn in leading states, in thousand bus.:

	Sept. 1	Aug. 1	Final 1946
Ohio	132,054	111,738	178,409
Ind.	186,233	173,240	231,489
Ill.	351,936	406,080	514,368
Mich.	45,501	50,992	50,512
Wis.	101,800	101,800	111,980
Minn.	191,376	207,324	239,888
Iowa	347,340	416,808	661,620
Mo.	100,878	144,738	171,976
S. D.	70,056	101,192	120,300
Neb.	160,050	203,700	231,362
Kan.	44,566	60,225	63,231
Ky.	74,086	74,806	81,879
Texas	50,193	50,193	55,012

Indicated production of oats in leading states:

	Sept. 1	Aug. 1	Final 1946
Ohio	19,875	20,670	62,235
Ind.	36,337	35,710	56,160
Ill.	114,716	111,342	168,693
Mich.	37,587	33,660	71,890
Wis.	118,062	118,062	124,758
Minn.	163,332	163,332	192,168
Iowa	187,638	187,638	220,476
Mo.	31,165	31,165	60,884
N. D.	63,720	66,906	62,764
S. D.	101,218	102,706	100,398
Neb.	62,384	64,612	71,708
Kan.	40,860	40,860	40,556
Okla.	29,398	29,398	24,780
Texas	31,248	31,248	36,366

Estimated production of Spring wheat in leading states (other than durum):

	Sept. 1	Aug. 1	Final 1946
Minn.	19,817	19,296	24,726
N. D.	114,630	126,093	107,460
S. D.	47,805	50,992	44,863
Mont.	39,690	42,525	29,775
Idaho	16,416	15,903	14,446
Wash.	16,758	17,556	10,682

Durum wheat, in North Dakota 39,432,000 bus.; in South Dakota, 2,768,000 bus.

Indicated production of soybeans in leading states, in thousand bus.:

	Sept. 1	Aug. 1	Final 1946
Ohio	15,426	13,712	16,254
Ind.	26,010	24,463	25,346
Ill.	64,087	67,460	75,036
Minn.	13,950	14,880	10,675
Iowa	30,719	32,526	34,960
Mo.	10,569	14,467	14,360

Wm. Jacobs Passes

William J. Jacobs, 69, pres. of the Farmers Elevator Ass'n of South Dakota, and director-sec'y of the Faulkton Elevator Co., died of cancer on Aug. 23 at his home in Faulkton, S. D.

He was born in Mount Carroll, Ill., March 28, 1878, 1878, and attended public school in Lanark, Ill., and in 1904 graduated from the Inninois College of Law. In 1904 he entered the practice of law in Illinois. The following year he moved to Bradley, S. D. to assume the duties of states attorney of Clark County. In 1911 he moved to Faulkton where he engaged in the practice of law and in the grain business until his death. He served several terms as pres. of the Farmers National Grain Dealers Ass'n, which office he also held at the time of his death.

He also served as pres. and was an organizer of the Faulk County Hospital. For many years he was a member of the Board of Education for Faulkton Independent School District, was manager of the Faulkton Baseball club and sec'y of the Faulkton Community Club.

He was a member of the American Bar Ass'n, the South Dakota Bar Ass'n, the Faulk County Bar Ass'n and served four years as states attorney for Clark County and over 11 years as states attorney for Faulk County. He served two terms as state senator representing the counties of Faulk, Potter, and Walworth. In addition he was city attorney for the City of Faulkton.

He is survived by his widow, Alicia Braese Jacobs, and a daughter, Olivene Jacobs Gruebling of Evanston, Ill.



W. J. Jacobs, Faulkton, S. D., Deceased

Feedstuffs

Illinois Feed Ass'n Meets

Ray Bowden, executive vice-pres. of the Grain and Feed Dealers National Ass'n will speak at the annual convention Sept. 29, 30 of the Illinois Feed Ass'n at the Pere Marquette Hotel, Peoria, Ill. Bowden will speak on up-to-date information on the government export program and tell of the need for trade ass'ns.

L. W. Keller, district sales manager for McMillen Mills, Decatur, Ill., recently was elected pres. of the Illinois Feed Ass'n to fill the unexpired term of Fred Reinwald, Reinwald Produce Co., Carmi, Ill.

Meeting of Iowa Feed Institute

A report on the swine nutrition research project at Iowa State College, financed in part by a 5,000 dollar grant from the Feed Institute of Iowa, was submitted to the annual convention of the organization Sept. 9 at Des Moines, Ia.

P. S. Shearer, head of the Iowa State college animal husbandry department, who gave the report, described the four phases of the research project: (1) Nutrition of the sow during gestation and lactation period, in the relation to the viability of pigs; (2) fortified versus simple ration supplements for sows during gestation; (3) rich land corn versus poor land corn for swine feeding; and (4) effect of extra vitamin supplements and thyro-proteins on slow growing pigs.

All officers of the Feed Institute, headed by Pres. Howard Boeke of Des Moines

were re-elected. Other officers are Raymond Fleck, Killduff, vice-pres. and Carroll Swanson, Des Moines, sec'y-treas.

More Margin on Feed Futures

Margins of fully \$10 a ton on sales of protein concentrates for shipment after October are being demanded by cash distributors of cottonseed meal in Memphis, Tenn. In many cases, contract provisions were also being inserted for collection for additional margins of \$5 on each decline of this amount in the going market.

With delivered prices at most points now at \$100 or more, sellers were inclined to become far more cautious in their deferred dealings, especially with smaller mixers and individual feeders.

Illinois Sales Tax on Feeds

According to an interpretation on August 11 by the Illinois Department of Revenue, sellers of feed are liable for the retailers' occupation tax when the sale of feeds to a purchaser is for use in feeding horses, live-stock or poultry that are used, employed or consumed and the products of which are used, employed or consumed for purposes other than sale at market. Sellers of feeds are not liable for the tax when they sell feeds to purchasers for feeding livestock or poultry for marketing, or for producing dairy products or eggs for marketing, since they are not making sales for use or consumption. Such sales of feeds are deemed to be sales, for purposes of resale, of the property which, "as an ingredient or constituent goes into and forms a part of tangible personal property subsequently the subject of a 'sale at retail.'"

The interpretation states that the term feed includes salt, grains, tankage, oyster shells, mineral supplements, limestone and other generally recognized animal feeds. The term feed however does not include stock tonics, poultry remedies, other medicinal preparations and conditioners, water purifying products, stock sprays, disinfectants and the like.

Poultry Research Fellowship

The University of Minnesota was awarded a three year \$2,000 annual poultry research fellowship by the Northwest Feed Manufacturers Ass'n at its annual meeting in Minneapolis on Sept. 8. The feed group expects that the fellowship will greatly aid the research work in poultry breeding and nutrition at the University Farm. Chris Miller, feeds sales manager, Russell-Miller Milling Co., retiring pres. of the ass'n, explained that the funds to support the project will come from the \$15 increase in the annual dues of members of the organization.

During the business session, L. H. Paten, general manager, Glencoe, Minn., was elected pres. Other officers elected were: R. M. Edstrom, of Northrup, King & Co., Clifford Weberg, of Ralston Purina Co., and Harry G. Cowan, of Spencer Kellogg & Sons, Inc., all vice-pres., and Wayne Fish, Minneapolis, sec'y-treas.

Selected as members of the Executive Committee were Warren Plummer, Harvey Yantis, W. S. Kiesner, George Smith, and Chris Miller, former pres. of the organization.

Vitamin A to be Obtained from Shark Liver Oil

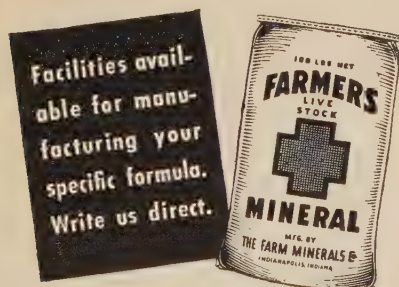
South Africa's new vitamin concentrating plant now under construction for the Vitamin Sales Corporation of South Africa starts operations in January. The new plant is located at Simonstown about 23 miles from Cape Town.

Soup fin sharks and ling cod, which are abundant in South African waters, will provide the raw materials for this plant. Oil rendered from their livers contains extremely high concentrations of vitamin A, shark liver oil in the crude state often showing a potency of 30,000 international units per gram.

The large refining plant will concentrate the vitamin segment of this crude oil over 16 times while simultaneously decolorizing, deodorizing and removing the waxy substance called stearine which cause the vitamin oil to cloud at low temperatures. The final product will be a clear, sparkling vitamin oil concentrate containing 500,000 or more international units per gram of vitamin A.

Output of the plant is expected to be greater than the current needs of the population of the Union of South Africa and the excess will help to alleviate the worldwide shortage of vitamin A.

The residual oil, which amounts to over ninety per cent of the total, will be recovered in its original glyceride-fatty form and so can be used as such for a variety of purposes including poultry and animal feed and soap stock; or it can be further processed to yield high quality oils useful for the manufacture of printing inks, linoleum, leather and sulphonated oils.



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ANHEUSER-BUSCH, INC., ST. LOUIS

Less Feed Sold in Wisconsin

For the first time since 1940, Wisconsin retail feed sales have dropped from the preceding year, the state department of agriculture recently reported. Total tonnage of formula feeds sold in Wisconsin in 1946 was 1,005,223 compared with 1,118,983 tons in 1945 or a drop of about 10 per cent.

According to Walter B. Griem, chemist in charge of the state feed and fertilizer laboratory, 1946 tonnage was about the same as 1943. The bulk of the 114,000 tons decrease is accounted for by poultry and wheat mill feeds. Poultry ration sales dropped 61,000 tons and wheat mill feeds about 43,000 tons.

Dairy and hog feed sales continued to increase, however. Dairy feed sales went up 19,000 tons with hog rations showing a gain of 5,000 tons.

The volume of wholesale feed ingredients used by Wisconsin manufacturers in making commercial mixed feeds also dropped, decreasing from 267,376 tons in 1945 to 253,962 tons in 1946.

Feed Production in Canada

The production of high protein feeds in Canada for the first six months of 1947 according to preliminary estimates of the Dominion Bureau of Statistics were slightly above 160,000 tons.

The substantial quantity of soybean cake and meal manufactured during the January to June period of this year reflects the increase in the production of soybeans in Canada last year.

This gain is largely offset by the decline in production of copra cake and meal and the non-production of peanut cake and meal. A newcomer to the list of vegetable proteins is mustard cake and meal.

The Dominion Bureau of Statistics reports a total of 1,039 feed mills operating in Canada in 1947, with more than 60 per cent of the total in Ontario. The list is not intended to include mills producing flour although it includes a few mills possessing flour milling equipment. The number of feed mills in each province is as follows: Prince Edward Island, 4; Nova Scotia, 5; New Brunswick, 21; Quebec, 289; Ontario, 641; Manitoba, 15; Saskatchewan, 10; Alberta, 49; British Columbia, 5.

Commission Ruling on Poultry Remedy

Under the terms of the Federal Trade Commission's Stipulation 7636, Alphonse LaRochelle, trading as Stone Ridge Turkey Farm, Crookston, Minn., has agreed to stop representing that "Worluckchic" will have any beneficial therapeutic effect in the prevention, mitigation, treatment or cure of any type of worm infestation in poultry; that it will free turkeys or chickens from germs and keep them free from germs; or that it will beneficially influence the health of the poultry.

BAGS
BURLAP, COTTON
and PAPER
PLAIN or PRINTED
Truck Covers
Twines

INDIANAPOLIS, IND.

Industrial Molasses

The Tariff Commission has compiled statistics on the United States supply and utilization of industrial molasses, using as a basis the statistics gathered by the Civilian Production Administration in connection with Conservation Order M-54 and supplemented by data obtained from the Department of Commerce, the Department of Agriculture, the Bureau of Internal Revenue, and the Defense Supplies Corporation.

Freight Rate Changes on Soybean Meal

Effective Oct. 1, the terminal rate on Soybean meal from the middle west to the Pacific Coast is to be canceled. The terminal rate to the Pacific Coast ports is \$14.40 a ton from Decatur, Ill., the basic point for all soybean meal sales. The rate to inland points from Decatur is now \$18.40 a ton. On Oct. 1, the rates will be blanketed from Montana to the Coast for 40 ton cars at \$17.50 per ton. From Des Moines, the rate will be \$16.60 and from Minneapolis-Kansas City area the rate will be \$15.60 a ton.

Calcium for Laying Chickens

During two experiments, calcium gluconate, technical-grade calcium lactate, calcium d-lactate, precipitated calcium carbonate, and calcium sulphate were compared with the calcium carbonate of high-grade limestone as sources of eggshell calcium for White Leghorn hens.

The ratio of dried-shell weight to whole-egg weight was used as the measure of the relative value of these sources of calcium. Data from the first experiment were grouped into periods when the average maximum air temperature was 67, 74, 90 and 102 degrees, and those from the second experiment into periods when it was 67, 74, 81, 93 and 102 degrees.

None of the other calcium sources was superior, and calcium sulphate was slightly inferior, to the calcium carbonate of high-grade limestone as a source of eggshell calcium during periods of either relatively high or moderate air temperatures. The different sources of calcium were also similar in their effect on whole-egg weight.

Will Manufacture Vitamins

Armour and Co., meat packers, recently announced the purchase of a 54-acre tract north of Aurora, Ill., on which it expects to construct a plant for the manufacture of vitamin preparations and other discoveries in the pharmaceutical field. The company said it planned to employ at least 500 technicians and other trained staff members on a \$1,000,000 payroll.

Supplementary Vitamin Feeding

Widespread interest in the vitamin needs of dairy calves was aroused thru several reports that supplementary vitamin feeding during the first few weeks of life prevented so-called "nutritional scours," lessened navel infection, and reduced the death rate. The studies pointed to vitamins A and C and nicotinic acid as essential components of the ration of the young calf.

Tests with 299 calves by the Illinois Agricultural Experiment Station proved, however, that the use of vitamin capsules containing ascorbic acid and nicotinic acid in addition to vitamins A and D was not found superior to supplementation with only vitamins A and D, and vitamin supplementation on the whole was of doubtful value, as shown by the bases of measurement used.

Wheat Ground by Canadian mills during July amounted to 10,188,983 bus. compared with 9,625,556 bus. for the corresponding month last year. This brought the total wheat milled for flour for the current crop year ending July to 127,484,924 bus. against 117,609,336 bus. for 1945-46.

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UNIVERSAL Hammermill
AJACS Pulverizer
ECONOMY Magnetic Separator
CORN Cutter and Grader
Vertical Feed Mixer
Truck Dumps and other equipment. Write for information.

WANTED — Distributors or Sales Representatives in Northeast and other open territories. Write for our proposition.

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KELLY DUPLEX

FEED MILL MACHINERY
Everything for Mill and Elevator
THE DUPLEX MILL & MFG. CO. Springfield, Ohio

Wanted and For Sale

The rate for advertisements in this department is 30 cents per type line each insertion

ELEVATOR FOR SALE

FOR SALE—20,000 bu. capacity grain elevator in northwestern Ohio. On B. & O. Railroad siding. Now operating. Grain dryer, 1946 dump body Ford truck. David Finkle, Milton Center, Ohio.

FOR SALE OR LEASE—365,000 bu. Grain Storage Elevator. Eight concrete bins, track scale, 40 ft. truck scales. Located at Mildred, Kansas, on M.K.T. Railroad. Good soybean producing area. Write or phone H. F. Johnson, Midland Industries, Inc., Independence, Ks. LD-11

FOR SALE—Grain elevator and lumber yard, served by three railroads, located in south central Illinois. Property covers two city lots. Elevator and lumber yard can be bought as a unit or will sell separately. Excellent farming territory—also active oil field with much money in circulation. Opportunity to build well paying feed mill or lumber business. Reasonably priced. Address: 95R7, Grain & Feed Journals, Chicago 4, Illinois.

ELEVATORS FOR SALE—Have a number of good going country elevators for sale in Ohio, Indiana, or Illinois. Some will pay for themselves in one year good management. Owned mostly by older men wanting to retire. If you want to buy, see or write us your needs. Availability of most our plants not publicly known. Mid-West Business Exchange, 201½ North Michigan Street, Plymouth, Ind.

FOR SALE—ILLINOIS Elevator and Seed business, 25,000 bu. capacity. Located in one of the best grain centers, near barge, transportation. All machinery in A-1 condition. Excellent seed business and seed cleaning equipment. Reason for sale, death of former owner. Address 95P5, Grain & Feed Journals, Chicago 4, Illinois.

ELEVATOR FOR SALE—Capacity 520,000 bushel, wood construction, located on navigable river in Manitowoc, Wis. Property has 450 ft. dockage. Write or phone: Red Arrow Malting Co. Manitowoc, Wis.

FEED MILL WANTED

WANTED FEED MILL—LUMBER YARD preferably in Northwest or Northeast. Write full details. Address 99T13, Grain & Feed Journals, Chicago 4, Illinois.

What have you?

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An Elevator
Machinery
Seeds

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An Elevator
Machinery
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Grain & Feed Journals

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CHICAGO, ILL.**

readers who would like to know.
Tell them thru a "For Sale & Want" Ad. Costs 30 cents per type line.

FEED MILL FOR SALE

FOR SALE—Modern Feed Mill in small North-western Wisconsin town. Built in 1946, equipped with 22-in Gruendler hammer mill, powered by 200-HP Cummins Diesel engine. Two feed mixers, 7 acres of land on trackage. Gordon Fouks, Cylon, Wis.

FOR SALE—FEED MILL

Located in City of 7000 population, county seat of ranching and farming community. Completely equipped. Includes two dwellings on premises. Only mill within 40 miles. Can handle for \$20,-000 plus inventory. Grossing \$85,000 annually.

Write for details.
TAYLOR REALTY CO.,
WALSENBURG, COLO.

FOR SALE—Retail flour and feed warehouse with feed grinder, mixer, bulk storage bins and truck scale. Retail sales over \$100,000 in past year. Good location on track in Minnesota town of 6,000 population. Little Falls Mill & Mercantile Co., Little Falls, Minn.

FOR SALE—Commercial Feed Mill in a large Mid-Western town. Well established. Good volume. Purchase of this mill affords an opportunity to make connection with large poultry processing firm as an outlet for station feed and for other advantages. Machinery and equipment in excellent condition. This is a going business. Over 100 dealers selling the product. A real opportunity. Reasonably priced. Address: 95Q7, Grain & Feed Journals, Chicago 4, Illinois.

FOR SALE—Modern Feed Mill making a full line of feeds. Wholesale and retail. Established 28 years ago by present owner. Includes filling station and complete stock of feeds, seeds, farm supplies, office and showroom equipment. Two new hammermills; corn cutter and grader; Buhr mill; two one-ton mixers; new semi-trailer; two good trucks; truck scale; 5,000-bu. frame elevator; two stall cement tile garage and shop, 24x28; warehouses—clay tile 30x70, frame 40x70, frame 20x40; two-story brick full basement 23x90; paved driveways, on paved street. All modern seven large room home. Low electric rates. Have to leave for health. L. J. Smith, Blue Springs, Nebraska. \$50,000.

BUSINESS OPPORTUNITIES

FOR SALE—Coal and Feed Yard located in Algonquin, Illinois. Large elevator; plenty of storage space; established 50 years. Good farming community. 40 miles Northwest of Chicago. A. E. Diercks, Algonquin, Ill.

GOOD BUSINESS OPPORTUNITY IN CENTRAL ILLINOIS—TWO ELEVATORS—FEED BUSINESS—COAL YARD.

This is a good thriving business. Selling because of health. Address: 99T12, Grain & Feed Journals, Chicago 4, Illinois.

SCALES WANTED

WANTED—One, new or used, Ground Feeds Automatic Sacking Scale. Searle Grain Co., Ltd., Fort William, Ontario, Canada.

MACHINES WANTED

WANTED TO BUY—Richardson Scales, Bag Closing Machines and other good MILL, FEED & ELEVATOR EQUIPMENT.

J. E. Hagan Mill Machinery
1522 East High Street Jefferson City, Mo.

If What You Want you see advertised, tell the advertiser. If Not—Tell the Journal.

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 95E3, Grain & Feed Jnls., Chicago.

FOR SALE—One Ten Ton Howe Weightograph, in good condition. Price \$100.00. Amboy Grain Company, Amboy, Indiana.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 95E6, Grain & Feed Journals, Chicago 4, Ill.

FEED MIXER—One-ton floor level feed; has motor good as new. Write 95E4, Grain & Feed Journals, Chicago 4, Ill.

FOR SALE—12 in. Ford Hammer Mill, pulled by 55 H.P. Buda engine. All reconditioned. Mounted on Dodge truck. Priced right. Chas. B. Wing & Sons, Mechanicsburg, Ohio.

When you are in the market for new or used mill machinery—Electric Motors, or any other equipment, write J. E. Hagan Mill Machinery 1522 E. High St., Jefferson City, Mo.

FOR SALE—One used Dixie 20-40 Hammer-mill, with fan and with direct connected 40 HP motor, all mounted on cast iron base, located Ohio. Address: 95S10, Grain & Feed Journals, Chicago 4, Illinois.

FOR SALE—One used No. 5 Western Corn Sheller with new complete roller and grade assembly installed in 1944, not used since 1945. Price \$145.00, FOB Fargo. W. H. Magill Seed Co., P. O. Box 2019, Fargo, North Dakota.

MACHINERY & MOTORS—½ to 150 H.P. electric motors in stock, open and dust proof, also gear-heads. Air Blast Car Loaders, Power Shovels, Truck Hoists, Batch Mixers, Corn Cutters and Graders, Cleaners, Pellet Crumblers, Shellers, Hammer Mills, Attrition Mills, Molasses, etc.

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Established 1894

H. C. Davis' Sons Mill Machinery Co.
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FOR SALE—Immediate delivery.

- 1—New No. 192 Bauer Bros. High Speed 21 in. Hammer Mill, complete.
 - 1—New 75 H.P. Allis-Chalmers, 3600 R.P.M. Reduction Type Motor.
 - 1—New 75 H.P. Compensator.
- Flack-Pennell Co., Inc., Janes and Franklin Streets, Saginaw, Michigan.

FOR SALE—One No. 3 Long Special Iron Fireman, AC burner with 1-ft. extension, using one each V-4238, V-4240 and TC-0162 coal worm, complete with controls. Can be used under 50-HP boiler and has 1½-HP motor, 440-60-3, 1,800 RPM. We also have one Model C-150 Stok-A-Fire, worm type stoker, complete with controls and motor. Both of these stokers are new. Ralston Purina Co., Minneapolis 6, Minnesota. Ph. DR-5481, Bob Ranney.

FOR SALE — USED MACHINERY

No. 4-17 N. & M. Square Sifter; Robertson Self Balancing Sifter, 6 Sections; Iron King Bran Packer; Double Roller Mills; Half Bu. Avery Automatic Scale. Many other items. What are your needs? Perhaps I can fill them. Will BUY good machines.

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1460 S. Second Street Louisville, Kentucky
Phone—Magnolia 0438

FOR SALE—One complete Noye 2' high 9 x 24 ROLLER MILL including Rope Drive and Shieves, two extra pair Rollers, Gears. Just newly Corrugated, ready for use. With this, One G.E. Open 440 Volt 25 H.P. MOTOR and Base, one CUTLER-HAMMER STARTING COMPENSATOR. This Mill suitable for Soybean Plants—one to three Press capacity. Guarantee Mill to be First Class—Running Right Along.

The Delphos Grain & Milling Company, Delphos, Ohio

HAMMER MILL with 25-HP motor and all attachments. Priced to sell. Write 95E5, Grain & Feed Journals, Chicago 4, Ill.

FOR SALE—Six bushel Richardson Automatic Hopper Scale with recorder and partial draft beam. Also steel Grain Bin, 14 ft. square, 11 ft. high, hopper bottom, capacity 2000 bu. Toledo Soybean Products Co., 215 Pontiac St., Toledo, Ohio.

FOR SALE—CAR LOADERS, Air Blast. One Ton Vertical Batch Mixers; One Emerson Cylinder Wheat Separator; Boss Car Loader; Corn Cutter; Two-Twenty Inch Eureka Aspirators; One—24" Beall Aspirator; One—10"x30" Nordyke & Marmon Dbl. Roller Mill; Nine 15"x30" Crimping or Flaking Rolls, only; One—2000 bu. Howe Elevator Hopper Scale; One Roscoe Ajax Oat Huller.

J. E. Hagan Mill Machinery
1522 East High Street Jefferson City, Mo.

FOR SALE—One clipper cleaner, No. 49-DBB; one Superior cleaner, No. 389; one Superior huller or scarifier. These machines are in No. 1 shape. Also one feed mill, diamond 22-inch. Building 14x14, about 30 ft. high, blower starters. Everything goes. Building and mill to be moved when we are ready with our new plant. Farmers Grain & Mercantile Co. Rothsay, Minnesota.

FOR SALE—NEW REINFORCING STEEL

Sizes—1 in., ¾ in., ½ in. and ⅜ in.
Length—8 feet to 20 feet.

This is a small lot of new, unused reinforcing steel left over from construction of a new concrete elevator just completed. Write us for complete list and quote bid per pound. R. C. Davis Cotton & Grain Co., Charleston, Missouri.

What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain & Feed Journals, Chicago, and information on where to get what you want will be immediately sent you.

Attrition mills	Iron oxide
Alfalfa meal	Kelp
Beet pulp	Limestone
Blood, dried	Linseed meal, cake
Bone meal	Meat meal, scrap
Brewer's dried grains	Mill feeds
Buttermilk, dried,	Minerals
semi-solid	Mineral Mixtures
Calcium, carbonate,	Molasses
phosphate	Oyster shell, crushed
Cocoonut oil meal	Peanut meal
Cod liver oil	Peat moss
Charcoal	Phosphates, rock
Commercial feeds	Potassium iodide
Corn germ meal	Poultry grits
Cottonseed meal,	Rabbit feed
cake	Salt
Dog food	Sardine oil
Feed mixers	Screenings
Feed concentrates	Sesame meal
Percentage feeders	Skim milk, dried
Fish meal	Soybean, meal
Formulas	Tankage
Gluten, feed, meal	Vegetable oil
Hammer mills	Yeast for feeding
Iodine	

Information Bureau

GRAIN & FEED JOURNALS
Consolidated

327 So. La Salle St.

Chicago, Ill.

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FOR SALE

- 1—Williams Super Titan 5 Roller Mill with spinner type Separator, complete in every detail. Still set up as operated in plant in Missouri.
- 5—Union Special Bag Sewing Machines, class 14600 with totally enclosed 2 HP AC motors.
- 1—Union Special Junior Sewing Machine with 1 HP motor.
- 21—Horizontal Dry Mixers, from 50 to 5000 lb. capacity.
- 18—Hammer Mills: Williams, Gruendler, Sturtevant, Jeffrey, Prater. All sizes and types.
- 1—40" x 84" No. 7 Rotax Screen.
- 7—Tyler Hammer Vibrating Screens, 1, 2 and 3 surface, 3' x 5' and 4' x 5'.
- 4—Anderson No. 1 Expellers, complete, m.d.
- 1—Louisville 6' x 50' Rotary Steam Tube Dryer.
- 1—Devine 5' x 33' Rotary Vacuum Dryer.
- 1—Sprout Waldron 36" Heavy Duty Ball Bearing Attrition Mill with 2—100 HP AC motors.
- 2—Nordyke and Marmon four 9 x 24" Roller Mills with serrated rolls.

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13-15 Park Row, New York 7, N. Y.

MILL EQUIPMENT FOR SALE

- 1 Pellet Machine, California Pellet Machine Co.
- 1 "OK" Bagging Scale
- 1 5 inch Elevator
- 1 8 inch Elevator
- 1 12 inch Elevator
- 1 Shaker
- 1 One ton, Mixer
- 1 Small Shaker
- 1 Molasses Pellet Machine
- 1 Molasses Feed Mixer
- 1 Bag Filler & Packer
- 1 Union Special Sewing Machine
- 1 500 gal. Molasses Tank
- 1 Boiler & Pellet Machine
- 1 500 lb. Dry Mixer
- 1 Howe Platform Scale, 500 lb. capacity
- 1 Barley Roller
- 1 Two wheel, Barrel Truck
- 1 Jaybee Grinder with Blower
- 3 Two wheel hand Trucks
- 1 500 lb. Batch Mixer
- 1 100 lb. Dry Dip Mixer
- 1 Platform Scale, 700 lb. capacity
- 1 Belt Lacing Machine
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The following eight motors:

G. E.	2	HP 220 volt 3 phase
Westinghouse	25	HP 220 volt 3 phase
Ft. Wayne	30	HP 220 volt 3 phase
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Wagner	1½	HP 110 volt Single
G. E.	5	HP 220 volt 3 phase
Westinghouse	5	HP 220 volt 3 phase
Sewing Machine Motor..	½	HP 120 volt Single

All the above equipment in A-1 condition.

Write us for price, or come see the equipment at,

BLUE STAR MILL—COUNCIL BLUFFS, IOWA

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FOR SALE—New Fairbanks-Morse T.E.F.C. 3 phase motors; 5-10-15-30 and 50 HP. Capital Electric Co., 209 E. 9th St., Topeka, Kansas.

AVAILABLE from stock at this time 5 hp, TEFC motors, also 7½, 10, and 15 hp. motors TEFC, 3/60/220/440/1800/. D. E. Hughes Co., Hopkins, Michigan.

FOR SALE—5 HP TEFC Motors—6—800 amps. 220 volt entrance switches 400 amps. and 600 amps. entrance switches. Distribution panels both 220 volt and 440 volt, available from stock. D. E. Hughes Company, Hopkins, Mich.

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Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 25 to 100 hp., 1,200 to 3,600 rpm. Send us your inquiries. Expert repair service.

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FOR SALE—Seed Store Fixtures, Bins, Cabinets. Walkerbilt, Penn Yan, N. Y.

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WANTED—Party to move small country grain elevator over smooth country road ½ mile. Ura Seeger, Marshfield, Warren County, Ind.

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WANTED—An experienced man, 30 to 40 years of age, to buy and sell field seeds, establish hybrid corn agencies and general work in the field seed business. Good pay, modern house, good schools and churches. 42 years in the seed business. Kelly Seed Company, San Jose, Ill.

WANTED—Experienced Feed Salesman for state of Illinois, selling a vitamin pre-mix which has been sold to feed mills for 25 years. (Commission and drawing account.) Excellent opportunity for the salesman that can qualify. Sales Manager, 521 S. 3rd St., Minneapolis 15, Minnesota.

WANTED—Young man, 25-35 years old, with engineering education. Must be able to draw plans and supervise construction crew in building and remodeling of grain elevators, and installation of machinery. Permanent. Unlimited possibilities. Address 95Q3, Grain & Feed Journals, Chicago 4, Illinois.

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SAMPLE ENVELOPES — SPEAR SAFETY for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; GRAIN size 4½x7 inches \$2.80 per hundred, or 500, \$13.00 plus postage. SEED size 3½x5¼ inches, \$2.35 per hundred, or 500, \$10.75 plus postage. Grain & Feed Journals, 327 S. La Salle St., Chicago 4, Ill.

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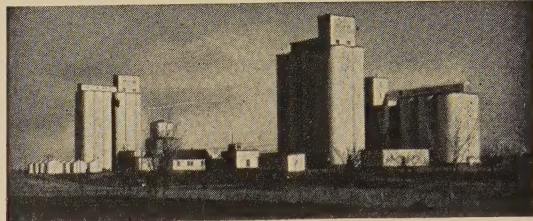
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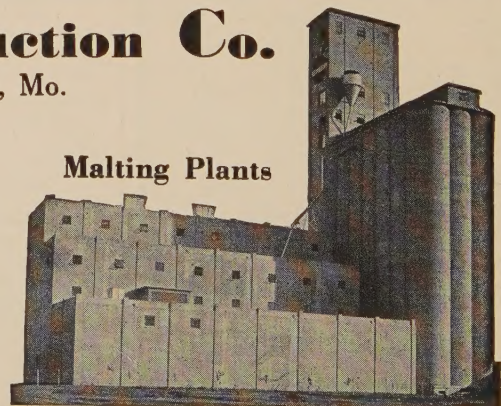
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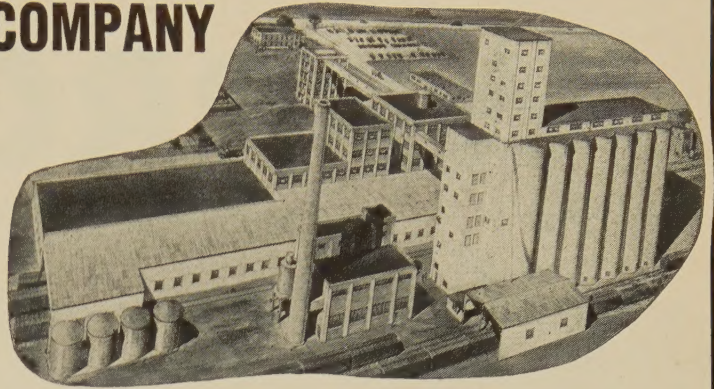
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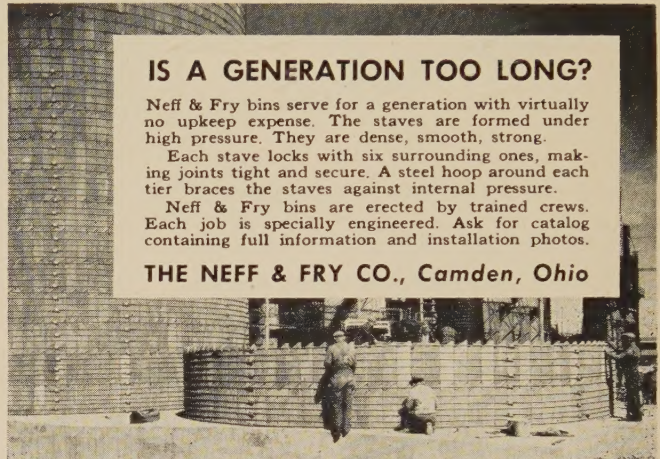
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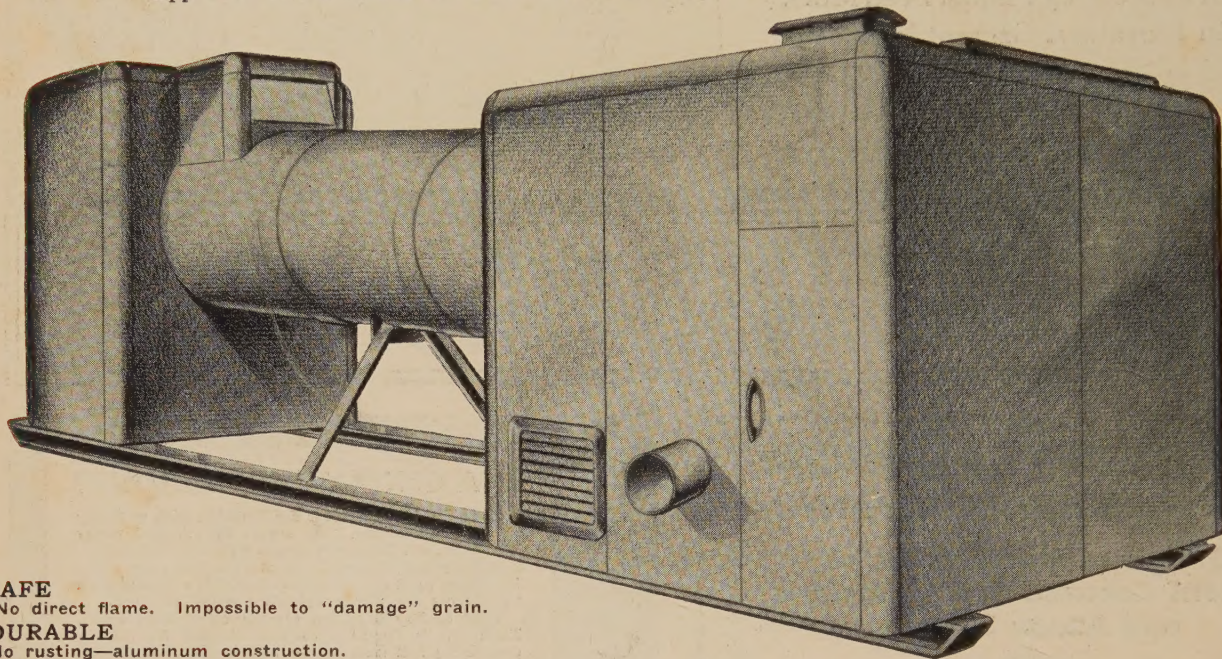
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No direct flame. Impossible to "damage" grain.
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Will turn out a bushel or a carload without attention.

! "SUSPENSION DRYING"

with indirect heat dries grain uniformly, a factor necessary for safe storage. It operates at low temperatures, thereby eliminating the danger of "damaging" the grain.

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